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**Pregnancy test
kit sales:
Plan to bypass
the chemist**

**Opposition to
Unichem
shares scheme**

**Bonus or
bogus parcels?**

**Life as a locum
in Australia**

**NPU warns of
'nationalised
dispensing'
danger**

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" " 25 x 5 PACKETS	10% OFF	
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OFFERS SUBJECT TO STOCK AVAILABILITY		

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ADDRESS.....

CHEMIST & DRUGGIST

111th year of publication Vol. 191 No. 4667

The newsweekly for Pharmacy

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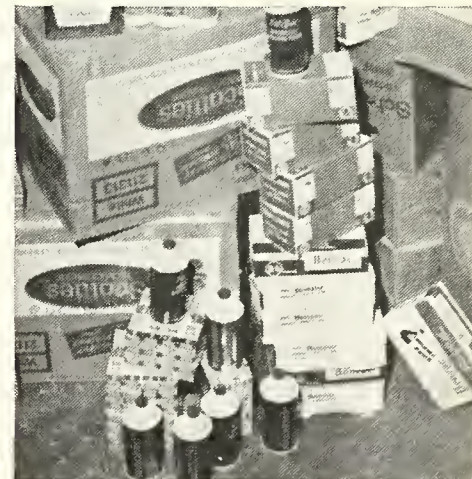
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Man in the centre of pregnancy testing controversy—Dr Brian Block MPS who is offering kits to retail outlets: page 67



Stock piling up? See Bonus or Bogus Parcels? Pages 80-81

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margin on cost.

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of the rest of the Carmen
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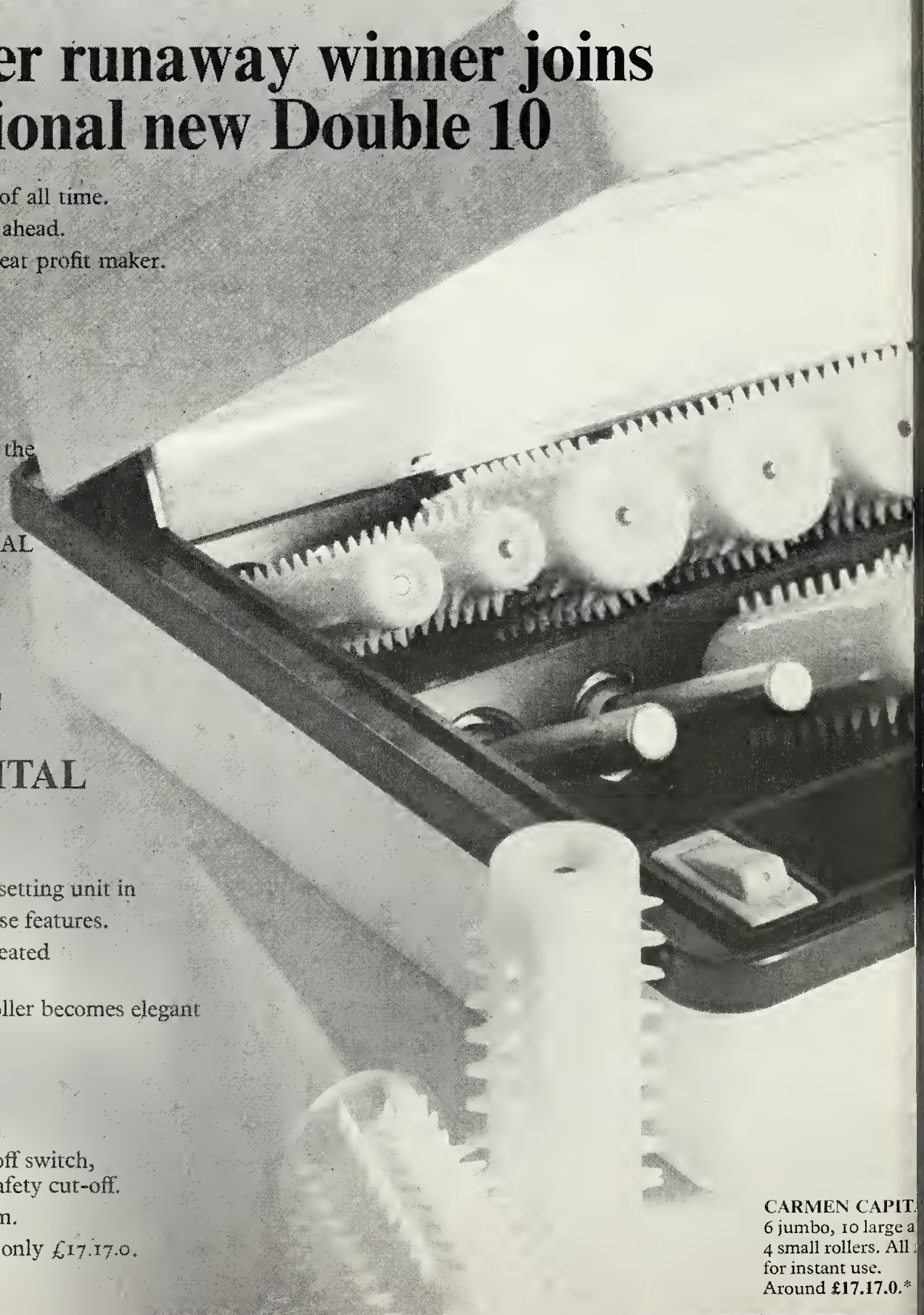
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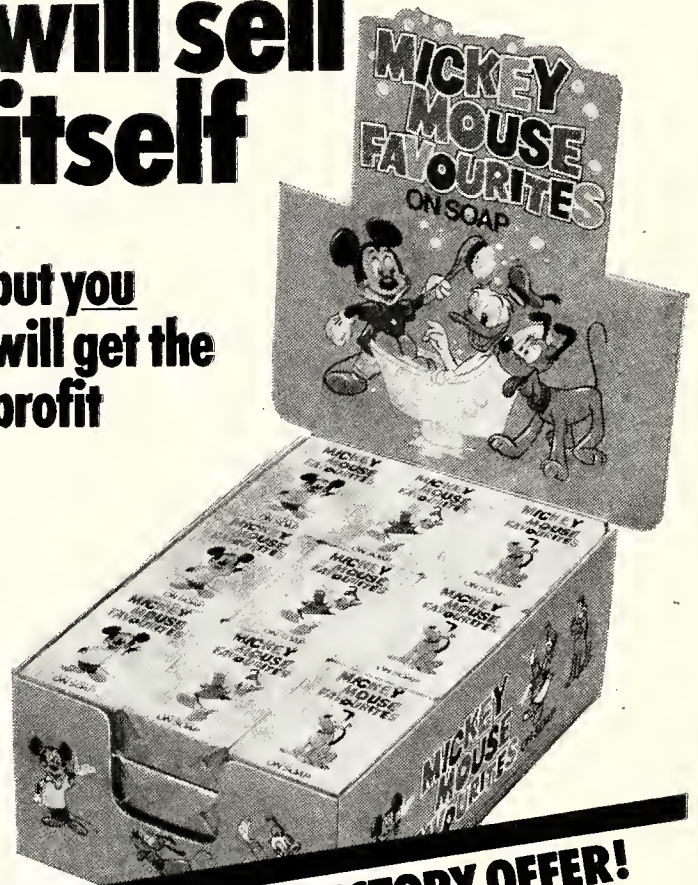


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Please dispatch immediately display units
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soap. I understand that I shall be invoiced for only
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(N.B. Minimum order 1 gross—carriage paid,
or via your local wholesaler.)

Name.....

Address of shop

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Mothers have confidence in Cow & Gate Milk Food. Confidence that comes from warm and reassuring advertising; confidence that comes from professional recommendation like yours. The confidence story will be seen by millions of mothers through whole page advertisements in WOMAN, WOMAN'S REALM, WOMAN'S WEEKLY; in Medical and Nursing journals; advertisements in local newspapers, television in selected areas, and full colour advertisements in Baby journals.

The Cow & Gate story—
powerful advertising that
ensures continually
increasing sales.



**still
only 4!**

Recommended retail price



NEWS OF THE WEEK

Pregnancy test kit sales: Move to by-pass chemists

If retail pharmacists fail to provide pregnancy-test services direct to the public, they may come to be offered through hairdressers or newsagents. The warning has been given by the head of the largest of the commercial testing services: Belmont Laboratories.

Last week, Belmont announced its intention to recruit drug stores to stock its test kits because pharmacists are unable to do so.

They are precluded by paragraph 22 of the Pharmaceutical Society's Statement on Matters of Professional Conduct from offering the service except at the request of a doctor.

Too late?

Yet at its July meeting the Society's Ethical Committee reported that the paragraph has been omitted from the draft revised statement. A final decision on its inclusion or omission said the committee's report, "would have to be taken by the membership at an annual meeting." The next is in May 1970, and that, according to Dr Brian Block, BPharm, PhD, MPS, may be too late. By that time the public may already have become accustomed to using other outlets.

Dr Block, Belmont's co-director with Dr D. J. Lawford, a biochemist, is sure it will not be long before some of his competitors — not all so "ethical" and certainly not pharmaceutically controlled — seek retail outlets for their services. Finding that chemists cannot provide the service they will look for agents in other direc-

tions — among hairdressers or newsagents, for example.

Taking that view Dr Block has acted first, by dealing with drug stores. In April, in the hope of getting a change in paragraph 22, he submitted to the Ethical Committee a memorandum on the subject. The 18-month delay to action, however, is proving too frustrating.

Giving the service would, in Dr Block's view, enhance pharmacists' professional status. If given the go-ahead from the Society he would deal with pharmacists through a separate company that would not be promoted direct to the public. Pharmacists' advertising would be governed by the general professional rules and it is suggested that the discreet type of notice currently allowed to announce the availability of contraceptives might be employed.

Stockist's role

All that is asked of the retailer is that he should stock — at no outlay of capital — kits comprising instructional literature, a sample bottle and a reply-paid box for the return of the sample to the laboratory.

The customer pays the retailer the £2 fee, and a voucher is attached to the container. Only when the sample reaches the laboratory is the retailer



Dr Brian Block

invoiced — and on each transaction he makes 10s. Test results are returned via the retailer only at the woman's specific request.

C&D asked Dr Block if he thought pharmacists would themselves undertake the tests if allowed to accept samples from the public. He replied that it would not be worth their while on the small numbers each was likely to receive.

Dr Block set up in Belmont in 1966, when he found his wife's doctor needed more than a week to obtain confirmation of her pregnancy even though quick-result slide tests were becoming available. He and Dr Lawford already controlled Consultox Laboratories, an

organisation carrying out biological toxicity tests on behalf of major drug companies.

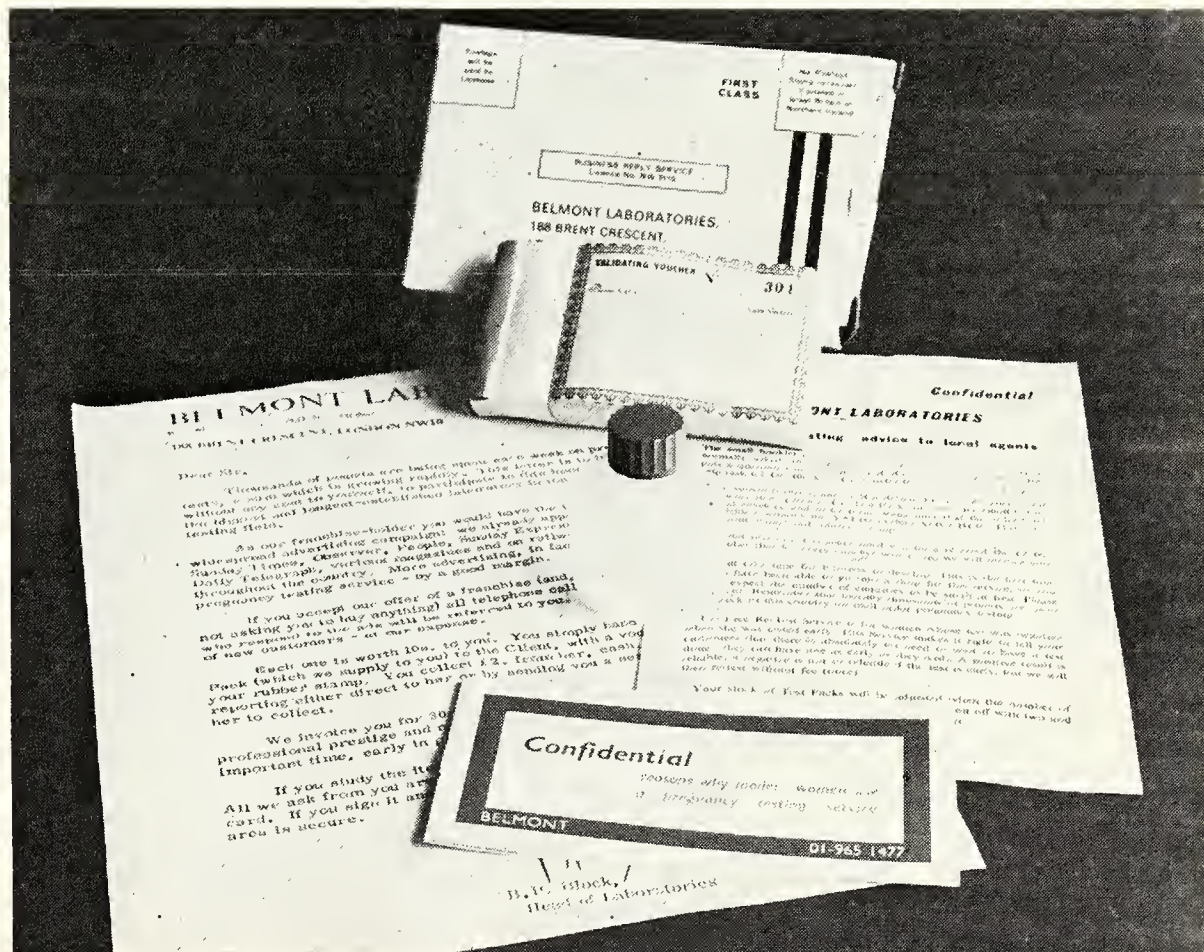
Belmont and Consultox share premises but are run separately. Until January 1968, both were at an address in Queen Square, WC2. They moved then to premises in NW 10.

Dr Brian Block, co-founder of Belmont Laboratories, studied at the School of Pharmacy, University of London, and graduated in 1957. He stayed on for his doctorate — in endocrinology — and for a postgraduate registration year, becoming registered in 1961. He then spent a fellowship year in the United States at Yale University, again researching in endocrinology.

Dr Block started Belmont in the belief that it was a service that should be made available to the public. At first advertising was difficult — only the *New Statesman* would accept copy — and only from the response that followed London Transport's decision to take the advertising did Dr Block realise just how much potential there was in the venture. Today between 150 and 200 tests are being done by Belmont every week.

With every positive report, Belmont sends a booklet containing guidance for expectant mothers.

Comment: page 73



The pregnancy testing kit and literature retailers are being asked to stock

Poisons List changes in Ulster

Changes in the poisons classification of a number of drugs take effect in Ulster on September 1. They are consolidated in the Poisons List Order (Northern Ireland) 1969 and the Poisons Regulations (Northern Ireland) 1969.

Added to the Poisons List and Poisons Schedules as indicated are:

Aminorex; its salts, P1, S4B.
Clorprenaline; its salts, P1, S4B.
4-Cyano-2-dimethylamino-4, 4-diphenylbutane; its salts, P1, S1.
4-Cyano-2-dimethylamino-4, 4-dipiperidine; its salts, P1, S1.
Ethylnoradrenaline; its salts, P1, S4B.
Iprindole; its salts, P1, S4B.
Isoamirile; its salts, P1.
Isoetharine; its salts, P1, S4B.
Isoprenaline; its salts, P1, S4B.
Methoxyphenamine; its salts, P1, S4B.
Methylaminoheptane; its salts, P1, S4B.
2-Methyl-3-morpholino-1, 1-diphenylpropanecarboxylic acid; its salts; its esters; their salts, P1, S1.
Mitopodozide; its salts, P1, S4B.
Orciprenaline; its salts, P1, [S4B when contained in aerosol dispensers].
Oxytocins, natural and synthetic, P1, S4B.
4-Phenylpiperidine-4-carboxylic acid ethyl ester; its salts, P1, S1.
Podophyllum resin, P1.
Procainamide; its salts, P1, S4B.
Thiocarlide; its salts, P1, S4B.
Vasopressins, natural and synthetic, P1, S4B.

In Schedule 1 and Part 1 of the Schedule the words "its esters and ethers their salts" are added to the items beginning:—

Desomorphine, Dihydrocodeine, Dimepheptanol, Ethylmorphine, (S1 in substances containing more than 0.2 per cent.) Hydromorphone, Hydroxypethidine, Ketobemidone, Levophenacymorphan, Levorphanol, Metazocine, Methyl-desorphone, Metopon, Norcodeine, Norlevorphanol, Normorphine, Oxymorphine, Phenazocine, Phenomorphan, Phenoperidine, Pholcodine, Racemorphan.

Similarly, the words "its ethers, their salts" are added to the items beginning:—dihydromorphine, hydromorphine, oxycodone. The words "its esters; their salts," being superfluous, are deleted from the items dihydrocodeinone and thebacon.

In Part 1 and Schedule 1, the heading beginning "Alkaloids" becomes "Alkaloids, the following, their quaternary compounds; any salt, simple or complex, or any substance falling within the following:—" and under that heading codeine, ecgonine and mor-

phine now include esters and ethers.

The words "any salt of any substance falling within this item" no longer appear under the entry for ergot, being now included in the title.

Entries for mescaline in P1 and S1 are extended to cover other derivatives of phenethylamine formed by substitution in the aromatic ring and their salts.

Change for amphetamines

Amphetamines and related drugs, formerly described in the entry beginning " β -aminopropylbenzene," are now covered by a new paragraph in P1 and S4B:

α -Methylphenethylamine, β -methylphenethylamine and α -ethylphenethylamine; any synthetic compound structurally derived from any of those substances by substitution in the aliphatic part or by ring closure therein (or by both such substitution and such closure) or by substitution in the aromatic ring (with or without substitution at the nitrogen atom), except ephedrine and its optical isomers, *N*-substituted derivatives, fenfluramine, hydroxyamphetamine, methoxyphenamine, phenylpropanolamine, pholedrine and prenalamine; any salt of any substance falling within this item.

In Schedule 1 and Part 1, "Hydroxycinchoninic acids; derivatives of; their salts; their esters" is used to describe substances previously covered by the item beginning "oxycinchoninic acid."

Phenylcinchoninic and salicylcinchoninic acids are now prefixed by "2-".

Alkaloids of colchicum are transferred from S1 to S4B and the exemption below 0.5 per cent ceases to apply. Chlorfenvinphos is exempted from S1 in sheep dips containing not more than 10 per cent w/w.

Mebutamate, meclofenoxate, mefanamic acid and metoclopramide are removed from S1 (they remain S4B).

Schedule 3

In Schedule 3, the exemption for certain androgenic, oestrogenic and progestational substances in preparations intended for external application no longer applies to preparations containing more than 4 mg of oestrogenic substance per 100 g of inert substance.

The exemption is, however, extended to feeding stuffs containing hexoestrol or stilboestrol or both and not containing any other androgenic, oestrogenic or progestational substance.

Exemption from the restriction on barbiturates is provided for self-heating preparations, in aerosol dispensers, intended

for external application only, containing 1,5-diethyl-2-thio-4,6-pyrimidinedione and not containing any other barbiturate poison.

Oxides of mercury are exempted in canker and wound paints (for trees) containing not more than 3 per cent w/w of yellow mercuric oxide.

New exemptions apply to chlorfenvinphos in granular preparations for use in agriculture or horticulture and to dichlorvos in thermal vaporizers.

The exemption for preparations containing not more than 7.5 per cent w/w of nicotine is no longer restricted to those with a soap base. That for sodium fluoride is extended to liquid mouth washes containing not more than 0.5 per cent.

Vascular plants

A new general exemption under part 1 of Schedule 3 applies to vascular plants and their seeds.

The section of Regulation 16 which makes it unlawful to sell or supply lysergide and related substances except in specified circumstances now applies more widely to:

Lysergide and its salts, mescaline and its salts, other derivatives of phenethylamide formed by substitution in the aromatic ring and their salts and psilocybin.

In S4B, the entry beginning "pituitary gland" is amended to "Pituitary gland, the active principles of, other than corticotrophins, oxytocins and vasopressins; except when contained in inhalants or in preparations intended for external application only."

The entry beginning "Suprarenal gland medulla" is amended to exclude from exemption inhalants in aerosol dispensers containing adrenaline or its salts.

Oxytocins, natural and synthetic, now have a separate entry, as do natural and synthetic vasopressins.

New DDA Controls in Eire

A further 61 drugs, their salts and preparations become subject to Dangerous Drugs Act control in Eire on August 1.

The Dangerous Drugs Act, 1934, Order, 1969 makes Part IV of the 1934 Act apply to:

SCHEDULE: Part 1 Acetylmethadol; Allylprodine; Alphacetylmethadol; Alphameprodine; Alphamethadol; Alhaprodine; Anileridine; Benzethidine; Betacetylmethadol; Betameprodine; Betamethadol; Betaprodine; Bezitramide; Clonitazene;

Dextromoramide; Diampromide; Diethylthiambutene; Dimenoxadol; Dimepheptanol; Dimethylthiambutene; Dioxaphetyl butyrate; Diphenoxylate; Dipipanone.

Ethylmethylthiambutene; Etonitazene; Etixeridine; Fentanyl; Furethidine; Hydroxypethidine; Isomethadone; Ketobemidone; Levomethorphan; Levomoramide; Levophenacymorphan; Levorphanol; Metazocine; Methadone; Morpheridine; Noracetylmethadol; Norlevorphanol; Normethadone; Norpipanone; Pethidine.

Phenadoxone; Phenamprodine; Phenazocine; Phenomorphan; Phenoperidine; Pimindone; Piritramide; Proheptazine; Properidine; Race-methorphan; Racemoramide; Racemorphan; Trimeperidine.

4 - Cyano - 2 - dimethylamino - 4, 4 - diphenylbutane 4 - Cyano - 1 - methyl - 4 - phenylpiperidine 2 - Methyl - 3 - morpholino - 1, 1 - diphenylpropanecarboxylic acid 1 - Methyl - 4 - phenylpiperidine - 4 - carboxylic acid 4 - Phenylpiperidine - 4 - carboxylic acid ethyl ester.

Part II: The salts of any drug specified in Part I of this Schedule.

Any preparation, admixture, extract or other substance containing any proportion of any one or more of the drugs specified in the said Part I other than preparations of diphenoxylate containing not more than 2.5 milligrammes of diphenoxylate calculated as base and not less than 25 microgrammes of atropine sulphate per dosage unit.

Order S. R. and O. No. 171 of 1946 is revoked as a consequence of the addition of pethidine to the list.

Copies of the regulations are available (price 9d.) from the Government Publications Sales Office, GPO Arcade, Dublin 1.

A spokesman for the Pharmaceutical Society of Ireland points out that many of the substances listed are not imported but are included as a precautionary measure in conformity with international conventions.

Experience in neighbouring countries suggests that pharmacists may anticipate a demand for only a limited number of the preparations: Dextromoramide (Palfium), Dipipanone (Diconal), Levorphanol (Dromoran), Methadone (Physeptone, Polamidon), Pethidine (including Pethilorfan), Phenadoxone (Heptalgin), Phenazocine (Narphen).

The simplest way to record transactions is to reserve a separate page of a Dangerous Drugs Register for each preparation. Pharmacists are advised to be on the alert for forgeries or for alterations to prescriptions.

SPORT

GOLF: Hillside club, invitation match, June 18: B. Jenkins and partner, E. M. MacIntosh and partner. ICI Trophy, July 9: T. Williams, R. M. Sandier.

Dispensing: Deputation to Crossman

Mr Ivor Richard was leading a small deputation of MP's to meet the Secretary of State for Social Services (Mr Richard Crossman) on Thursday evening (July 24).

The deputation, expected to number about six, planned to discuss pharmacists' claims on rural dispensing. It is thought that Mr Crossman may be pressed to reach a negotiated settlement on the rival claims of the pharmaceutical and medical professions.

Training levy decision delayed

No firm decision had been taken on the position of employee pharmacists in relation to the Distributive Industry Training Board's levy at the time the *C&D* went to press.

Interpretation of an exclusion clause in the statutory return being prepared by the Board had been taken up by the National Pharmaceutical Union Executive (see p 75) and there have since been meetings between the Board and interested organisations.

The Board hopes to have Parliamentary approval for the levy order by mid-August so that it can request the levy early in September. If the

pharmaceutical representatives are successful in the continuing discussions, the levy order will have to reflect the decision made.

DDA list changes

The Home Office has issued a new list of those from whom authorities to supply, prescribe or possess Dangerous Drugs in accordance with the Dangerous Drugs (No 2) Regulations 1964, have been withdrawn.

The list is similar to that given in the *C&D Year Book and Buyers' Guide 1969* with these amendments:—

Delete: BRADFORD, Robert Ian Branston.

Add: BROWN, David, 1 Quay Haven, Swanwick Lane, Southampton. HALFORD, Patrick Alexander, 498 Uppingham Road, Leicester. HARRIS, Paul Graham, 19a King's Road, Richmond, Surrey.

Amend addresses as follows: MILES, William Graham, Hill House, Druidstone Road, St Mellons, Mon. PETRO, John, 80 Fairhazel Gardens, London, NW 6. QUIRKE, William, 5 Queen Elizabeth II Hospital Masern, Lesotho.

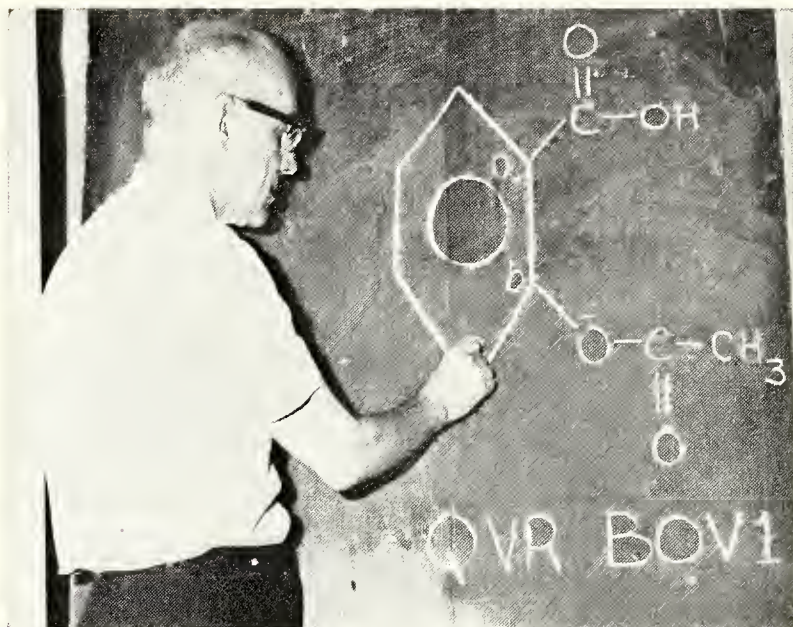
Blaze No. 2

The second fire within 15 months at Cheltenham, Glos, premises of UCAL on the night of July 17 caused damage estimated at thousands of pounds. But supplies to customers will not be affected be-



The Pharmaceutical division of Imperial Chemical Industries Ltd, winners of the Queen's Award to Industry, for the fourth successive year, were presented with the award on July 15 by the Lord Lieutenant of the County of Chester, Viscount Leverhulme, at its headquarters, Alderley Park, Macclesfield.

Seen with Lord Leverhulme is the division chairman, Mr R. G. Hoare, FPS (right). To mark the division's fourth success, which this year was for both technological innovation and export achievement, every employee who had worked with the division during 1968 has been presented with a £1 Premium Bond.



Professor Elbert G. Smith (Mills College, Oakland, California) shows how a chemical formula may be written for computers

cause the fire was confined to a building housing packaging materials.

Firemen had to wear breathing apparatus to fight the blaze, which was watched by hundreds of people from nearby houses.

US report

Court restrains FDA

The Upjohn Co, Kalamazoo, Michigan, US, was recently granted an injunction by the Federal District Court for the Western District of Michigan, restraining the Food and Drug Administration from removing three of its products, Albamycin-T, Albamycin GU and Panalba, from the market. Two years ago, the FDA had asked the National Academy of Science and the National Research Council to evaluate for effectiveness all medical products registered in the US between 1938 and 1962 and later the FDA ordered Upjohn to remove the products from the US market, without giving the company a hearing.

The chief judge, said the court was satisfied that Upjohn had been placed in a untenable position by the Commissioner's obvious and complete reliance upon the "informed opinion" of the unknown members of the NAS-NRC panels and their reports and also the Commissioner's action was not based upon any new evidence regarding the drugs, their safety or their efficacy, but rather upon what could only be classified as re-evaluation of previously existing evidence.

Chemical language for computers

Scientists and other senior staff from the Wellcome Foundation and other organisations last week attended an intensive series of lectures at the Wellcome Building in London on the Wissesser line notation.

The notation is a system for expressing uniquely and without ambiguity a chemical structure irrespective of its complexity. By the use of letters of the alphabet, numerals and punctuation marks found on any typewriter, a two- or three-dimensional chemical structure is converted into a single row of symbols suitable for use with any computer.

During the first day more than 80 chemists and information scientists were introduced to the system and by the end of the afternoon were capable of converting notations of ring structures into conventional structural formulae. On the succeeding two days the 31 information scientists — who have the task of creating the notations from the formulae— were given intensive tuition.

First invented in 1952, the Wissesser notation is named after a scientist working for the US Government. It is rapidly gaining acceptance in chemical industry.

Of particular value is the ability to break the notation into fragments which can be correlated on a computer with activity or other property exhibited by the complete molecule. Information scientists are then able to suggest to chemists which structural groups might be included in a synthesis.

NEWS IN BRIEF

□ A total of 19,857 tablets, etc., and 11 pints of liquid medicine were handed in during a recent "Return medicines campaign" in Peterborough.

□ The General Index of Retail Prices in June was 132.1 (January 1962=100), compared with 131.5 in May.

□ The Council for National Academic Awards has published a new compendium of its degree courses. Six schools of pharmacy provide recognised courses.

□ Mond division of Imperial Chemical Industries Ltd is to build a £2 million extension to its plant at the company's Pilkington-Sullivan works in Widnes, Lanes, for the manufacture of herbicides.

□ Mr and Mrs E. C. Meredith received a presentation and were entertained to dinner by the Wembley branch of the Pharmaceutical Society and friends on July 16 to mark their 50th wedding anniversary on June 30. Mr Meredith is chairman of the Branch for the third time.

□ Employees of Lastonet Products Ltd, Redruth, Cornwall, have received their part of the £106,000 co-partnership payment of the textile parent company, John Heathcoat & Co Ltd. Total allocation was £22,000 more than for 1968. Pensioners of the company receive a special payment of £25.

□ A total of £150 was raised for the Pharmaceutical Society's benevolent fund at a recent garden party held by Mr and Mrs G. Greenwood, Netherton, near Huddersfield. More than 300 people attended. Branch chairman Mrs J. Mair presented Mr Greenwood with a tankard to mark his retirement from pharmacy.

□ Arrangements for travelling to the British Pharmaceutical Conference in Belfast have been made by Mr Emlyn Davies, president of the Cardiff branch of the Pharmaceutical Society, in conjunction with International Travel Services, Rowwater House, Whitechurch, Cardiff. The trip will be made by air from Birmingham on August 31 and the return on September 6.

□ The Duke of Edinburgh recently visited the British Industrial Biological Research Association's laboratories at Carshalton. He was received by Dr D. W. Kent-Jones, the chairman of council, and met other officers and members of council. Heads of departments described the work in progress on the safety evaluation of food additives and other substances and on developing new and better methods of detecting and assessing toxicity.

□ The Government has rejected a suggestion that immigrant doctors who had not qualified in an English-speaking medical school should be tested in linguistic ability and basic medical knowledge. The General Medical Council was not geared for that sort of work, the Government said. The suggestion had been made by the British Medical Association and junior hospital doctors.

The Xrayser column

MPs remote from the conflict

Over a year has passed since the return of the prescription levy and the introduction of the cumbersome scheme of exemption from charges. As is usually the case in such matters, parliamentary interest, remote from the scene of conflict, seems to have been confined to statements concerning the cost of checking claims and the amount of money recovered from those who had claimed wrongfully—and I do not necessarily imply deceitfully.

There are so many conditions attached to claiming that it is not surprising that there should be public misunderstanding, the more so since some of the provisions appear to be little understood by those whose official duty it is to deal with Social Security. A sound argument for the retention of the machinery of the present local Executive Councils appeared in the Press recently, when it was announced that the Executive Council for Inverness had reported that delayed checking of prescriptions for entitlement to exemption was generating considerable ill-will.

That observation clearly highlights the difference between central government and direct involvement. The report states: "It is seriously to be hoped that the central authorities will examine very closely the operation of the exemption scheme in all its aspects with a view to discontinuing what many feel to be an unpraiseworthy example of an insensitive bureaucracy."

To date, I have experienced three examples in which people unversed in the subject of officialese have found themselves the recipient of a demand for half-a-crown within ten days, and a gentle reminder that any deliberate false statement might lead to prosecution. All have been very upset; all have sent a letter of explanation together with the half-crown demanded. All have, a month later, had the half-crown returned as it had now been discovered that, in fact, there was exemption. No apology, merely a letter which, broadly, implied that they were quite right but they must not let it happen again.

Carminatives—reaping a whirlwind

Reference is made on p 51 of the *C&D* to an article in the *British Medical Journal* which states that carminatives well deserve their precarious foothold in the British National Formulary. Their value, if not their precise mode of action, has been appreciated for centuries. Dr James Gregory, that ogre of the nursery, took care to have some ginger in his famous rhubarb compound powder, and, to use the descriptive word of his time, it was a "grateful" addition. The same appreciation was displayed in compound powder of liquorice where the senna was combined with fennel.

Those of the Gregory period used carminatives freely and with good reason, cardamoms, cinnamon, ginger, caraway and coriander constituting a storehouse of aromatic spices of more than negative virtue. Indeed, over a hundred years later, my own edition of the *British Pharmacopoeia*—that is to say, that which was current in my student days—found room for tincture of cinnamon, another containing nutmeg, pills containing oil of clove and oil of caraway, and an aromatic powder of chalk not unknown to this day.

The *BMJ* comments on the new work with peppermint essences which suggests that an action of carminatives may be to cause a brief relaxation of the gastro-oesophageal sphincter, adding that "science supports common sense; carminatives do bring up gastric wind." A very apt comment. Those who sow the wind shall reap the whirlwind.

Metric enlightenment

I recently examined a number of products designed for retail in the pharmacy and was mildly surprised to find that they contained 22 g, 23 g, 165 g and 154 g, and other like, or unlikely quantities. I have no doubt that the figures were an accurate description of the contents, but I wondered what they conveyed to the purchaser, if anything.

COMPANY NEWS

Unichem's share scheme to be opposed

A resolution to be put at an extraordinary meeting of Unichem Ltd on July 30 is being strongly opposed by Mr H. Sears, Leatherhead, as being "manifestly unfair to existing shareholders," whose help he is soliciting (see p 76).

The objection is to the exchange basis of the existing shares on a one-for-one basis which, he says takes no cognisance of the depreciated value of the £, the accumulated value of reserves and assets and the increased value of the properties and leases held by the company.

In a circular drawn up by Mr Sears, he claims the balance sheet shows the share commitment of the board is not large when set against an issued capital of £370,360. The offer may make the shares more readily encashable, but at what price? He suggests 7s 6d to 10s per £1 share might be attained bearing in mind the company's present dividend record.

Since 1938 the £ has depreciated by such an amount that the £1 Unichem share is, in terms of to-day's value, now worth about 2s 6d.

In the 30 years of the company's existence, many original shareholders will have ceased business, and therefore have nothing to look for from the rebate scheme, simply a somewhat less than munificent 5 per cent or thereabouts, and for the rest, survival until 1972 will be necessary to enjoy the fruits of promised success, as opined by the financial director, Mr Sears suggests that thoughts should be directed to the total asset value of the shares, and if that produced an offer of £5 loan stock or more for each £1 share held, then there would be a basis for supporting the new arrangement.

£1m sales soon

P. Leiner & Sons Ltd expect overseas sales of their encapsulating machines to reach the £1 million mark in the near future. That is the latest success story which began in 1966 when Leiner's formed P. Leiner & Sons (Encapsulations) Ltd, so that the company could not only manufacture soft gelatine capsules, but also sell encapsulating machines.

The machines can produce up to 40,000 soft-shell gelatine capsules every hour, dependent upon size. They have already been installed in factories throughout the world, including Germany, Japan, Italy, Mexico, Spain, Turkey, France and America.

Cussons' profits fall but dividend held

The profit, before tax, of Cussons Group Ltd for the year ended March 30 slipped to £795,443 (from £836,203 in the previous year). The net profit after a heavier tax charge of £356,081 (£346,805) works out at £439,425 (against £489,398). It is proposed to hold the dividend at 6.8d per share.

W. German enzyme venture

The West German chemical companies, Schering, AG, and Henkel und Cie GmbH are to form a joint subsidiary, Bergazyme GmbH of West Berlin, to operate a new enzyme production venture, the enzyme will be made at Schering's Bergkamen factory by a Japanese process, for use as an additive in detergents. Bergazyme will be capitalised at DM 100,000, with the founding companies holding equal stakes.

Lewis & Peat Ltd increased their profit from £1.11m. to £1.65m. in the year ended March 31. After tax of £709,683 (£458,740) the balance is £941,408 (£657,116). The final dividend is raised to the maximum 20.75 per cent permitted, making a total of 33.2 per cent. (30 per cent). The profit figure of £1.65m. includes £60,000 exceptional profits of a subsidiary.

Lawes Chemicals Ltd have decided to go into voluntary liquidation. In a 15-month period in 1965-66 the company made a loss of £499,000 since when increased competition has added to their difficulties. Lawes' Welsh subsidiary Gwalia Fertilizers has been producing annual profits of about £20,000 and may be sold for about £100,000.

Daniel Chemist Ltd, 272 High Road, London N 22, are closing down as from July 27 because of a compulsory purchase order on the premises taken out by the local council. Established in 1862, the business was under the supervision of the Daniel family for many years until more recently it was under the supervision of Mr G. T. Spreadbury. Communications, after the premises are closed, should be addressed to Daniel Chemist Ltd, c/o A. Aldington, FPS, 493 Seven Sisters Road, London N 15.

Business briefly

Ilford Ltd have signed a contract valued at £½m. with Polimex, the Polish State machinery importing and purchasing organisation, for Ilford Ltd to supply "know-how" and equipment to the Polish photographic manufacturing industry. They will also license the Polish manufacturers to make two types of photographic paper and four types of photographic film. Some of the specialised equipment will be manufactured in England and exported to Poland.

Leach Relais und Elektronik GmbH, Munich, have entered into partnership with Dangelmaier & Co., Reutlingen, the internationally known camera-manufacturers. The new company is called Dacora Kamerakerk GmbH. Messrs Rudolf Grosse and Wilfried Gerschwitz will join the management of Dacora.

Parke, Davis & Co have begun construction of a hard gelatin capsule manufacturing laboratory, in Colmar, France to meet expanding demands for capsules from France and other European countries. The total investment in the new facility will be approximately £800,000.

Burt Boulton & Haywood Ltd are recommending a 42s 6d per share bid from Thomas Roberts (Westminster) Ltd for the outstanding 65 per cent of equity.

Orders from Norway and Denmark for kitchen and bathroom scales and clothes airers, worth £4,000, have been placed with the consumer durables division of George Salter & Co, Ltd, West Bromwich.

Bowater-Scott Corporation Ltd, have acquired the major assets of Zimclean Ltd, with effect from July 1.

The business carried on by the executors of the late H. P. Clayton, 2 Halifax Road, Liversedge, Yorks, has been closed.

Fabergé Inc is the new title adopted by Rayette Fabergé Inc, Ridgeway, Iver, Bucks.

Scott & Bowne Ltd have acquired John Steedman & Co as from July 28.

New companies

PC=Private Company RO=Registered Office

Coombe Exports & Marketing Service Ltd (PC)—capital £100. Consultants to pharmaceutical agencies and organisations etc. Directors: Mrs Patricia M. Coombe, Eric Hodgkinson. RO: 53 Paintain Road, Loughborough, Leics.

Dale's Perfumery Ltd (PC)—capital £100. To make and deal in toiletries, perfumes, soaps, etc. Directors: Raymond W. Jones, Avril Jones. RO: 111 Southway, Horsforth, Leeds.

Discount Cameras Ltd (PC)—capital £100. To deal in cameras and photographic equipment, etc. Subscribers: S. H. Davis, David Ordish. RO: 33 High Street, Hounslow, Middlesex.

Etherange Ltd (PC)—capital £100. Wholesale and retail chemists and druggists etc. Subscribers: Leonard H. Lewis, Francis A. Dean. RO: 12 Norfolk Street, London, WC 2.

Marvin Pharmaceuticals & Cosmetics Ltd (PC)—capital £5,000. Directors: Vincenzo Martone and Frank Dennington. RO: 20 Torrington Close, Springfield, Chelmsford, Essex.

Nuclear Gamma Radiation Ltd (PC)—capital £100. Specialists in sterilisation and preservation by means of gamma radiation of all articles used in the medical profession etc. Subscribers: Leonard H. Lewis, F. A. Dean, 12 Norfolk Street, London, WC 2.

M. Lennard Ltd (PC)—capital £5,000. To carry on the business of chemists, etc. Subscribers: S. H. Davis, and David Ordish. RD: 34 South Molton Street, London W 1.

Nearbridge Ltd (PC)—capital £100. Wholesale and retail chemists and druggists etc. Subscribers: Leonard H. Lewis and Francis A. Dean. RO: 12 Norfolk Street, London WC 2.

Robert Blackie (Pharmaceuticals) Ltd, (PC): Capital £100. Manufacturing chemists, etc. Directors: Lawrence J. S. Lane, MPS and John L. Jeffree. R.O.: Pomeroy Street, London, SE 14.

WESTMINSTER REPORT

C & D Parliamentary Correspondent

Premier refuses Royal Commission on drugs

The Prime Minister, MR HAROLD WILSON, said on July 17 he would not recommend a Royal Commission on the drugs industry.

He replied to MR W. HAMILTON that the Sainsbury Committee had recently carried out a comprehensive review of the relationship of the pharmaceutical industry with the National Health Service and that he saw no need for a further general inquiry.

Mr Hamilton asked whether the Prime Minister agreed that cutting the rising cost of National Health Service drugs



William Hamilton MP

would obviate the need for charges on teeth, glasses and prescriptions, and whether he could say what the machinery was to ensure that profit margins of the drug making industries were not unreasonable.

The rising cost of prescriptions had been the subject of many Public Accounts Committee reports, and the issue was extremely complex, the Prime Minister replied. There were more reasons than the alleged rapacity of the pharmaceutical industry.

Much ground had been covered since the Sainsbury Report in negotiations between the Department and the pharmaceutical industry for a new price review scheme, but the talks were not yet completed.

SIR T. BEAMISH: Can the Prime Minister name any country in the world which enjoys cheaper drugs than we do? Is it

not about time to leave this most successful industry alone?

PRIME MINISTER: Unlike most other countries, in this country the payment for drugs falls on the public purse, and there is therefore a real obligation on the Minister, of whatever party, to secure the maximum economy and the avoidance of excessive profits by the pharmaceutical industry, which has been highlighted, for example, in certain reports of the Public Accounts Committee.

Demands from Northumberland

MR EDWARD MILNE asked the Secretary of State for Social Services on July 18 what representations he had received from Pharmaceutical Society members in Northumberland about the need for them to be allowed a full opportunity for rural dispensing, and if he would examine facilities for rural dispensing there.

MR CROSSMAN said replies to such representations from Northumberland and elsewhere had explained the reasons for his decision not to amend regulations governing rural dispensing.

Price regulation scheme

The overall effect of the voluntary price regulation scheme was not really quantifiable because other factors influence prices and it was not possible to say what reductions or increases might have taken place in the absence of the scheme. MR RICHARD CROSSMAN, Secretary of State for Social Services, said on July 21.

MR L. PAVITT had asked what percentage of the total cost of pharmaceutical services in England and Wales during 1967-68 was represented by the amount recovered under the scheme.

Dealing with complaints

MR RICHARD CROSSMAN, Secretary of State for Social Services, said on July 21 he would be considering in consultation with the professions the procedures for dealing with complaints generally in the working out of new proposals for reorganising the administrative structure of the National Health Service.

MR J. ASHLEY had asked him if he would hold an inquiry into disciplinary procedures for those accused of negligence.

Recovered prescription charges

Charges recovered from patients who had incorrectly obtained exemption amounted to £165 since prescription charges were introduced, to May 31, MR B. MILLAN, said on July 16.

The equivalent of about five officers and 11 clerical staff was employed full-time checking entitlement to exemption.

Deaths from poisoning

A total of 283 deaths in England and Wales in 1968 were provisionally attributed to accidental poisoning by barbiturate and similar drugs, MR. R. CROSSMAN, Secretary of State for Social Services said on July 16. Separate figures distinguishing sleeping tablets were not available.

Legal report

Company liable for fatal explosion

BDH Chemicals (formerly British Drug Houses) were liable for an explosion which killed a Russian physicist and shattered a Surrey works laboratory at Mitcham in April 1966, a High Court judge decided on July 18.

Mr Justice Rees said the explosion was caused by boron tribromide a "uniquely dangerous" chemical, which reacted violently on contact with water.

The explosion caused damage worth £74,689, and a further £300,000 was being claimed for loss of profits.

Vacwell Engineering Co Ltd of Willow Lane, Mitcham, had sued BDH Chemicals, claiming damages alleging breach of contract and negligence in the supply of ampoules, each containing 22 ml of boron tribromide.

The Judge, who had been asked to decide the question of liability first, said he would not enter judgment against BDH Chemicals until counsel had had time to consider his judgment.

Transistor assembly

In a reserved judgment the Judge said that Vacwell had obtained an £879,000 contract with Russia for the supply of a transistor assembly construction line. At the time of the explosion the Russian and a British colleague were washing the labels from the ampoules before using them in a process to make a piece of material which was one-tenth of one millimetre square.

There was no evidence of precisely what had happened, said the Judge. The British scientist, who had not been seriously injured, did not remember, but another witness had told of a "sudden white flash."

The overwhelming probability was that the explosion was caused by the Russian dropping an ampoule into the sink of water so that it broke and the resulting violent reaction of the chemical caused other ampoules already in the water to shatter.

The Judge said he was not prepared to hold that the Russian had been negligent. If he had, the negligence was minimal.

Vacwell had relied upon BDH Chemicals to warn them of any unusual hazards, but BDH had failed to do adequate research into scientific publications which would have warned them of the danger in boron tribromide, said the Judge. None of the books consulted by BDH contained an explosion warning but the hazard had been referred to in books published earlier.

The Judge said he had no doubt that if the explosion hazard had been realised the ampoules would have been labelled accordingly. Since the explosion, the ampoules had been labelled: "Warning, harmful vapour, reacts violently with water and explodes."

COMMENT COMMENT COMMENT COMMENT COMMENT

Immediate 'guidance,' please

The announcement that a major pregnancy diagnosis laboratory is to offer its services through drug stores (p 67) must fill all pharmacists with dismay. Although the services have for some time been available direct to the public through the post, there can be no doubt that when they come into the High Street they should be serviced through the pharmacy.

Pharmacists are precluded, under current advice by the Society's Council from accepting samples for pregnancy diagnosis except through medical practitioners. But the relevant paragraph in the Statement on Matters of Professional Conduct has in our view become outdated by events. That applies particularly to the change from biological to slide tests and the evolution of services advertising direct to the public. Whereas at one time doctors were able to maintain a certain mystic in pregnancy diagnosis, such matters are now well understood by the public, and women are independent enough to take advantage of a confidential service when it is offered to them. A positive diagnosis will in any case take them to a doctor at the earliest opportunity.

The Pharmaceutical Society's Ethical Committee has shown its appreciation of the changed situation by omitting the restrictive paragraph from a new draft statement now under consideration.

However, revisions of the ethical policy are made only by members' vote, and the next will not take place until the next annual meeting of the Society—in May 1970. That, as Dr Block, the pharmacist founder of Belmont Laboratories, points out, may well be too late to enable the pharmacy to become established as the rightful outlet.

Were pharmacies able to provide the service at the present time it is unlikely there would be a need for other retail outlets—though postal services would no doubt continue. The objections to pharmacies acting as agents for the laboratories can be sustained only on grounds of support for the medical profession's position—an attitude hardly

likely to appeal to pharmacists at the present time.

The Statement upon Matters of Professional Conduct covers matters "upon which it is considered [by the Council] that guidance is needed." Since the Ethical Committee has already intimated its own position, there is surely a case for helpful "guidance" to the profession to be given without the delay of waiting for an annual meeting decision.

The Council should state publicly what action, if any, it would currently take against a member who were to infringe the Statement paragraph before May 1970.

Stopping the rot

The news that a small deputation of MPs is to meet Mr Crossman about rural dispensing (p 69) is yet further evidence that the matter is far from closed so far as pharmacy is concerned.

The campaign that has prompted the House of Commons motion—with its more than 100 signatories—must have gratified even the most optimistic. Through the letters from pharmacists to members of Parliament, and through the Press, there has been demonstrated a unity of purpose not often seen in pharmacy. Yet all, unfortunately, have been without result so far.

Activity has been directed at the Secretary of State because it is he who must move to end the deadlock. The doctors will not budge—it is not in their interests to do so—and it was the Health Department's climb down from the position it shared with pharmacy that precipitated the present crisis.

Interprofessional relationships cannot be allowed to continue in such a strained atmosphere, and Mr Crossman, as guardian of the National Health Service, is bound to bend his efforts to ensure its speedy end if he has the welfare of the Service at heart. We hope that deputation will be able to exert just the right pressure to persuade Mr Crossman to take that initiative.

MEDICAL PRESS

Heart disease: sugar cause doubted

Professor Yudkin's hypothesis that high sugar intake is the chief dietary factor causing ischaemic heart disease is questioned in a paper from workers at the Atomic Energy Authority.

They have compared the sugar intake of 1,158 men believed to be free from the heart disease with that of 170 men in whom the disease was suspected or confirmed. No significant difference could be established—the control group intake was in fact slightly higher than that of the disease group.

Laboratory tests showed no significant

correlation either between sugar intake and serum cholesterol, white blood cell count, haemoglobin, red cell sedimentation, β -lipoprotein or uric acid. There was no correlation between total sugar intake and weight gain since the age of 25.

The authors conclude that considerably more confirmation is required before acceptance of Yudkin's hypothesis. Their five-year study, involving 2,700 men, is continuing. (*British Medical Journal*, July 19.)

Resistance to carbenicillin

Low dosage and attempted eradication of the organism from inaccessible sites are put forward as the possible reasons why workers at the Royal Postgraduate Medical School, London, were able to isolate strains of *Pseudomonas aeruginosa* resistant to carbenicillin from 17 patients in three months.

The authors suggest that the development of resistant strains might be mini-

mised by exercising restraint in treating infections of doubtful importance and by applying topical agents other than carbenicillin to appropriate sites, with or without systemic therapy. (*British Medical Journal*, July 19.)

Contemporary themes

New light on how aspirin works. *Nature*, July 5, p. 35.
N-Phenyl indoline derivatives—a new class of antidepressant agents. *Nature*, July 5, p. 75.

Inactivation of enzymes by therapeutic concentrations of aspirin and salicylate. *Nature*, July 5, p. 79.

Ampicillin levels in human bile in the presence of biliary tract disease. *British Medical Journal*, July 12, p. 88.

Active immunisation against tetanus. Duration of immunity after. *Lancet*, July 12, p. 95.

Formulation and therapeutic efficacy of drugs used in clinical trials. *Lancet*, July 12, p. 98.

Pencillin. The international standard and unit for. *W.H.O. Chronicle*, July, p. 304.

Antibiotic resistance. Transfer of, from animal and human strains of *Escherichia coli* to resident *E. coli* in the alimentary tract of man. *Veterinary Record*, July 12, p. 31.

PROFESSIONAL NEWS

Pharmaceutical Society of Ireland

Proceedings against members in arrears

The Council of the Pharmaceutical Society of Ireland has decided to institute proceedings against members who are more than one year in arrears in payment of their retention fees.

"I think we have been more than generous," said **Mr M. Power**, after **Mr R. Semple** (treasurer), had read the list of arrears at the monthly meeting in Dublin on July 8. It was only fair to those who paid that those who had failed to pay, after repeated warnings, should be proceeded against. Mr Power suggested that three reminders should be sent out from January to March each year with automatic proceedings in April against those who failed to respond.

Returning thanks to the Council for having nominated him for a seat on the cultural and education panel of the Senate in the coming election, **Mr F. Loughman** said that while not at first disposed to let his name go forward, he had thought it would be ungracious not to enter the contest. "I regard it as a very special personal tribute".

Mr T. R. Miller (president) appealed to pharmacists to approach electors to the Senate seeking support for Mr Loughman. "I know that if he is elected he will carry the banner for pharmacy very ably".

The Council congratulated Messrs Childers and Faulkner on their appointments as Ministers of Health and Education respectively.

A letter from Dr J. A. Woodcock (director, Poisons Information Centre, Jervis Street Hospital, Dublin) thanked the Council for forwarding documents on drug abuse and offered to co-operate with the Society in every way possible. At present it was not proposed to dispense medicines at the new clinic. Patients would attend for medication which would be administered by the staff. The letter asked for suggestions that would help in curbing the drug abuse.

Mr R. J. Power said that if the service developed to the extent that preparations were handed over to patients, a pharmacist should be in charge of the dispensing. In the drive to control drug abuse, social workers were engaged and he was anxious to ensure that any handling of medical preparations would be done by pharmacists.

Identification service changes

It was decided to inform Mr C. McArdle, Birmingham, of changes that had taken place in the tablet identification service. On hearing his views, the Council would decide what to do.

Mr J. G. Coleman (registrar) reported the Law Committee had interviewed a

pharmacist who had been summoned before them for not complying with the Paraquat Regulations. He had been severely reprimanded.

The President appealed to all pharmacists to observe the regulations with the greatest care.

The Council decided that a pharmacist should be summoned before the Law Committee's next meeting to explain why he had not obeyed the Council's directive to remove restricted titles from a pharmacy he had converted into a cosmetics shop.

Mr P. Cummins (the Society's inspector), produced a receipt issued by a local authority to a trader for the payment of a fee for the renewal of a 1908 Act licence entitling him "to sell poisons." The Council thought it misleading. The trader had believed he could sell poisons until it had been explained that he was entitled to sell only a restricted number. The Council directed that the matter be taken up with the Department of Health with a request that a directive be sent to all local authorities.

Mr Maurice Power said that the people issuing licences had no idea of the regulations governing the sale of poisons and **the President** added that it was another example of the need for having pharmacists appointed to the new regional authorities. The 1908 Act had been introduced because at the time there were insufficient pharmacies.

Poisons almost obsolete

Mr J. P. O'Donnell said that the poisons allowed for sale under the licence were almost obsolete. Many original holders of the licences were dead; but licences were issued automatically to their successors in businesses which was wrong. Council should get a list of traders holding such licences from county councils.

The inspector reported a member's allegation that his competitor was selling oral diabetic preparations without prescription. The Council directed the registrar to write to the pharmacist concerned informing him that if the report were true he would be subject to severe penalties.

It was agreed, subject to the opinion of the law adviser, to institute proceedings against two persons for breaches of the Poisons and Pharmacy Acts.

The proposed course in pharmacology for pre-degree pharmacists was again discussed, **the President** expressing disappointment that it had not yet "got off the ground." Council was still waiting for word from Professor Cannon, but it was hoped to have the course ready for the academic year beginning in October. It was planned to have three lectures a week, each lasting one hour.

Mr P. Browne said some hospital pharmacists anxious to attend the course found they were also attending other lectures. They felt the course could be re-

duced to two 1½-hour lectures a week.

The President said it would be borne in mind. Professor Cannon was anxious for maximum publicity to be given to the fact that places were available in the Department of Pharmacology for a number of "day release" students who would do the same course as degree students over a two-year period. It was an ideal opportunity for pharmacists with the interest and time.

The Registrar explained that pharmacists doing the course would not get the same recognition as the degree students, but they might receive certificates.

Certificates from Council

Replying to Mr R. J. Power, **the President** said that pre-degree pharmacists, on completing the course, would receive certificates from the Council, signed by an external examiner and bearing the Society's imprimatur. The idea was to encourage pharmacists to study in order to keep abreast of developments.

Mr Semple said medical representatives wanted to take the course but they wished anatomy and bacteriology to be included.

The President, replying to Mr R. J. Power, said they would bear in mind the question of seniority of army pharmacists. Mr Power had pointed out that among the professions in the army, pharmacists were the only group for whom the rank of commandant was the ceiling.

The Irish Drug Association forwarded a report of a study group on the British Medicines' Act 1968. **The President** asked that the document be circulated to Council members so that it could receive the attention it deserved.

Examiner named

It was agreed **Mr J. J. Holly, MPSI**, should be appointed examiner to the assistants' examination.

Mr R. J. Cahill was appointed temporary lecturer in forensic pharmacy.

The Registrar reported the deaths of John A. Cotter, MPSI, Alexander W. Hughes, MPSI and Gerard I. Riordan, MPSI.

Elected to membership: Mrs Mary Drugan, LPSI, Kilbarrack Road, Dublin 5; Mrs Nora P. McGrath, LPSI, Main Street, Cappawhite, co. Tipperary; Mr Michael J. Knox, LPSI, 70 Summerstown Road, Cork; Mr Cornelius J. Murphy, LPSI, 54 Ballymun Avenue, Dublin 11.

Mrs Philomena Carrick (née O'Farrell), LPSI, was restored to the Register.

Mr Finbarr M. Cahill, LPSI, 57 Pembroke Road, Dublin 4, was nominated for membership.

Licence Certificates of Miss Patricia Killian, Main Street, Loughrea, co. Galway, and A. O. Munis-Babatunde, 14 Pella House, Vauxhall Street, London, SE 11, were signed and sealed.

Changes of address: Mrs Mary T. E. Dolan, LPSI, to site 5, Oakley Park, Carysfort Avenue, Blackrock, co. Dublin; Mr D. Carroll, MPSI, to 56 Tritonville Road, Sandymount, Dublin 4; Mr J. J. Kelly, MPSI, to 14 Eaton Square, Terenure, Dublin 6; Mr Timothy Maher, MPSI, to 27 North Main Street, Naas, co. Kildare; Dr H. O. O. Salau, MPSI, to 325 Seely Road, Tooting Broadway, London, SW 17; Dr N. C. Smith, MPSI, to 81 Templeogue Road, Dublin 6.

Apologies for absence were received from Miss Cunliffe and Messrs Cremen, Costello, Cashman, Kennelly, O'Farrell, Murphy and Walsh. Dr Boles was excused to attend a meeting of the Drug Abuse Committee.



Mr T. I. O'Rourke: He doubted the viability of health centre concessions

NPU warns of 'nationalised dispensing' danger in Ulster

Adoption of what amounted to nationalised dispensing in Northern Ireland might have serious repercussions in the remainder of the United Kingdom, it was stated at the June meeting of the National Pharmaceutical Union Executive.

The Executive was discussing health centre problems being faced by Ulster Chemists' Association and NPU members. The problems arose because of current Government policy and the acceptance by the Pharmaceutical Society of Northern Ireland of the principle that consortia of pharmacists should take up concessions within Government health centres. Provision of pharmaceutical services would be without any guarantee that income could be supplemented by retail business in addition to the NHS dispensing to be received under the concessions.

100-200 fewer pharmacies

Mr T. L. O'Rourke (Belfast) said that there were about 600 retail pharmacies in Northern Ireland. The proposal was that initially the number should be reduced by 100 or 200 but that eventually all the medical services for Northern Ireland would be provided by 100 health centres.

Mr O'Rourke felt that many UCA members were being encouraged to accept concessions within health centres rather than to be associated with them. He doubted the viability of health centre concessions relying entirely on the health service. The intention was that they would be staffed by a consortium of pharmacists—probably six.

Several members of the Committee expressed grave concern about the developments. It was resolved to inform the UCA Executive that the NPU Executive wished to help in any way possible.

Recruitment and education policies agreed

The National Pharmaceutical Union's views on recruitment and education for general practice pharmacy are in close agreement with those of the Pharmaceutical Society, a meeting between education committees and the two bodies has shown.

Mr J. C. Lamb, chairman of the NPU recruitment and education sub-committee, reporting to the June meeting of the Union's Executive said the Union felt that students entering general practice needed a grounding in medical terminology, particularly the pathology of disease and the clinical use of drugs. They also needed management training—allocation of about 180 hours over three years in all university courses would provide the necessary level of tuition if supplemented with practical experience during the period of postgraduate study or, preferably, by way of a sandwich course.

Sandwich courses were suggested because there was inadequate supervision of the student during the postgraduate year. The college no longer had an interest and the student regarded the time as wasted. Under the sandwich system the college could retain control during the whole period.

The Society's representatives had made it clear that the suggestions were in line with Council's thinking. The first priority of the academic course was to give a comprehensive knowledge of the basic principles of the pharmaceutical sciences. There could be some attempt to deal with subjects like business management but only an introduction to management techniques could be included in the academic course.

Placing of students difficult

The Council had approved, in principle, the sandwich course, but colleges wishing to offer such courses had so far found no solution to the practical difficulties of placing and supervising students.

The NPU representatives had confirmed their belief that the present academic standard was right.

The Society's representatives outlined action being taken on recruitment. Direct approaches being made by schools of pharmacy to careers masters in "grammar schools" were proving successful in removing misunderstandings about the pharmacy course. The Society's branches were being linked with schools of pharmacy by means of the regional organisations. "Adoption" schemes were being promoted and the Society aimed to ensure that representatives attended conventions for school leavers.

It was stressed that approaches to school leavers must be selective and made by properly informed and briefed local pharmacists.

The Executive considered the content of a questionnaire designed by a market research organisation for completion by retail pharmacists. It was decided that it

would not be in the best interests of pharmacy generally to co-operate. Members should not participate in such schemes unless otherwise advised from Mallinson House.

Chairman of the training sub-committee (Mr H. B. Coulson) reported on the meeting at which the main topic had been the interpretation of the exclusion clause affecting employee pharmacists in the Statutory Return being prepared by the Distributive Industry Training Board. The committee had decided to seek an early meeting with the chairman of the Board in view of the imminent publication of the Order authorising the levy and the statutory return.

Examples of ways in which the multiples and other retailers were recovering SET by increasing certain prices and services were quoted at a meeting of the general purposes committee.

"Check ingredient prices"

Retail pharmacists in general, it was agreed, appeared to have little idea of current costs of some ingredients of unbranded medicines counter prescribed or asked for by title. The committee decided that although no recommendation could be made to members because of the Restrictive Trade Practices Act, a general warning to check prices of ingredients at the time of counter prescribing was indicated.

The committee considered a request from a member for a standard NPU shop-front incorporating the NPU symbol. Doubts were expressed on the practicability of the suggestion, particularly about problems arising from changes in ownership. It was agreed that no action be taken.

The committee agreed that the movement towards six-day trading should be opposed. It should be pointed out to the national allied societies committee of the National Chamber of Trade that six-day trading would have serious disadvantages for the pharmacist proprietor of a pharmacy in which no other pharmacist was employed.

In presenting the report of the Business Services Committee, Mr Lamb referred to the success of the recent NPU management seminar in Belfast. The Committee reaffirmed its decision to continue the series on an extended scale in 1970.

Preliminary proposals for the setting up of an interfirm comparison scheme were considered and the minimum number of participating members needed to ensure viability was considered.

NPU members would be asked to give longer advance warning to the pharmacy planning department before a visit was required. It was agreed to confirm the price of the Compendium of Past Formulae at 12s 6d; probable publication date was late in August.

Negotiations with the National Cash Register Co on behalf of members were discussed and it was decided to proceed with a one year scheme from August 1. It was noted that a label reel carrier designed for use with the Olivetti Linea 88 pharmacy typewriter was now available through Mallinson House.

LETTERS

Silence may be golden

It is a pity that the fine impression produced by the improved layout of the C&D should be spoiled by a contribution such as Mr Lowther's last week. A list of Council members, arranged according to the number of times they speak in Council, would have little value, except perhaps as a quick method of identifying the windbags.

J. D. Tombs,
London, N 18

"At least they are trying"

Mr G. Lowther's attack on Mr Blum seems to be very personal.

Why does Mr Lowther do this; why single out the Chemists' Action Group when many other members of Council have been very neglectful in their duties, allowing pharmacy in general to degenerate to its present low status of grovelling for every right we jointly deserve. At least they are trying.

Mr Lowther was also once a member of the Council. He was elected as a rebel, carrying the hopes and aspirations of many of us but alas what a damp squib he turned out to be. Until others took a hand, his branch was practically non-existent.

"Not One of Them"



Unichem: Advice to shareholders

The shareholders of Unichem Ltd should be aware that the optimum time for a company to pass a resolution unfavourable to its shareholders is mid-summer, since most of us are much occupied at this time with holidays. Unichem Ltd have arranged their extraordinary-general meeting for July 30; if shareholders cannot attend this meeting to vote, then, they should, after consulting a good accountant (not their bank manager), vote by proxy against the motion.

This is the last opportunity of securing an equitable settlement, since the present

EC10 result

Results of the C&D's contest for the best designed EC10 prescription form will be announced in the August 9 issue. The judges are J. M. T. Ross, MPS, one of the company chemist representatives on the central NHS committee, E. E. Stabler, MPS, Clerk of the Joint Pricing Committee, England, and J. Wright, FPS, FCCS, secretary, central NHS committee.

proposals do nothing to mitigate the effects of what my accountant has called "bad management."

H. Sears,

Leatherhead, Surrey.

[Reasons for Mr Sears' opposition are given on p 71 — Editor.]

Tablets wanted

We urgently require 1 x 100 tab. Disamide and would like to hear from any pharmacist with stocks.

Tohers the Chemists,
20 O'Connell Street, Sligo, Eire

Prescription poser

"Enclosed," writes a Worcestershire pharmacist, "is a copy of one of the better examples of the prescriptions of one of our local g.p.'s."

Handwritten signature: Lucy
Handwritten initials: bt
Handwritten circled number: 36

New university graduates

Bath

These candidates passed the June 1969 examination for the Bachelor of Pharmacy degree (with Honours) of Bath University of Technology:—

Honours Class I

Eileen M. Fenton, Dewsbury, Yorks.

Honours Class II, Division i

Elizabeth A. Baker, Wolverhampton; Norman A. Hodges, Tortworth, Glos; Christine A. Norbury, Manchester; S. A. Owen, Aberaeron, Cards; T. Rowlands, Rhondda, Glam; K. W. Schofield, Burnley, Lancs.

Honours Class II, Division ii

Sally O. Burr, London; C. P. Butler, Reading; Hilary J. Daniel, London; Marion L. Evans, Walsall, Staffs; T. Foster, Melton Mowbray, Leics; Caroline M. Giles, Langstone, Mon; Jean C. Hands, Walsall, Staffs; Valerie A. Harris, Salisbury, Wilts; R. M. Jarrett, Cardiff, Glam; M. Jiwa, Mombasa; T. Murphy, Loughborough, Leics; Pamela A. Pricc, Kidderminster, Worcs; R. D. Webber, Barry, Glam; L. A. Wells, Wimborne, Dorset.

Honours Class III

R. M. Alliss, Huddersfield, Yorks; P. E. Cramp, Liverpool; R. Keshayjee, Nairobi; J. S. Monk, Wolverhampton; Janet H. Trump, Bournemouth, Hants.

These candidates have obtained a Bachelor of Pharmacy degree: R. G. Bowden, Plymouth;

D. C. Cox, Penzance, Cornwall; P. Y. Evans, Swansea; Susan P. Guest, Walsall, Staffs; Margaret M. Jackson, London; Barbara M. Sloper, Romney Marsh, Kent; Z. Tejani, Kampala.

Bradford

General pharmacy, 1st Class Honours:

R. B. Kaye.

2nd Class Honours, upper division:

D. Barrett; D. J. Carter; G. A. Hirst; D. Marks.

2nd Class Honours, lower division:

M. Bennett; S. Bower; R. G. Bridge; A. Brown; Christine R. Chapman; M. J. Cocksedge; Tessa M. Cross; M. E. Dunn; Christine M. Edwards; N. Fisher; Diane R. Fraser; Diane F. Friend; H. J. Garner; J. S. Inman; M. J. Jefferson; Jane Kippax; Frances T. Mitchell; Stella C. Modebelu; K. R. Morris; J. L. Naylor; D. H. Price; R. Purkiss; Dorothy A. Scott; R. D. Skews; Ann C. Sydney; Sonia P. Wiffen; M. J. Wilson; Pamela Wright.

3rd Class Honours:

M. O. Ali; J. E. Ashmore; Elizabeth (Mrs) Bagnall; N. Baumber; B. N. I. Bloom; P. I. Emanuel; A. C. Ferguson; D. Fern; E. P. Green; M. L. Henry; B. C. Mager; J. McDermott; C. A. A. Nelson; R. B. Pett; Marion E. Powell; Beverley J. Rouse; Angela K. M. Tilbury; J. A. Wiesiolek; S. J. Yates.

Ordinary Degree:

D. H. Mort; H. P. Preston.

Special pharmacy, 1st Class Honours:

Brenda Costall.

2nd Class Honours, upper division:

P. A. G. Capps; J. M. Clarke; Diane E. Green; Heather R. Murray; Gillian M. Shuttleworth; V. F. Standing.

2nd Class Honours, lower division:

A. Jackson; A. D. Kinghorn; G. H. Levick; I. M. Morton; A. J. Pape; R. D. Range; T. Wright.

3rd Class Honours:

A. Cowan; Alicia G. Davy.

Aston

Bachelor of Pharmacy graduates at Aston University, Birmingham:

1st Class Honours

Miss S. J. Batey; M. G. Hall; Miss S. M. Hudson.

Upper 2nd Class Honours

Miss J. E. Cox; Miss D. K. Danzig; R. G. Dawson; Miss H. V. R. Dixon; T. D. Duffy; P. C. Glossop; Miss A. M. Goodwin; R. F. Harvey; P. Hodges; Miss D. A. Pentecost; P. R. Morris; Miss J. Stephens; M. P. Summers.

Lower 2nd Class Honours

Miss S. M. Atkinson; R. W. Baker; Miss S. K. Barker; M. W. Beaman; Miss M. P. Bircham; Miss S. V. Bruford; M. A. Coleman; M. F. Cox; Miss J. Davis; P. Drinkwater; Miss J. A. Dudley; M. B. Feather; J. M. Hall; M. J. Hall; G. Hanson; R. Henstock; Miss L. A. Mackenzie; Miss V. G. Marsh; S. A. Worden.

3rd Class Honours

Miss M. A. Bacon; G. Trueman.

Pass degree

B. T. Brown; R. L. Hamer; N. L. Hooper; Miss P. E. Johnson; Mrs J. Librack; G. E. Musto; D. Stevenson.

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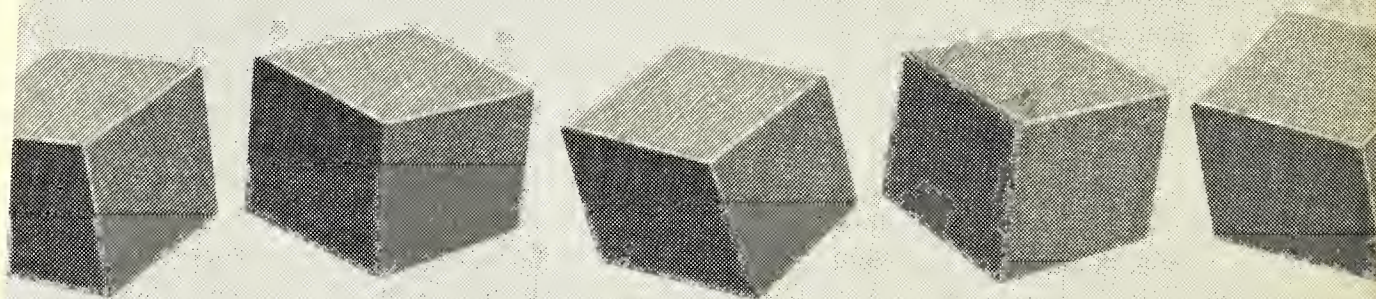
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120 BGP=B.G.P. (Cosmetics), 12 Cheniston
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284 Colton=The Colton Co., 51 Charles
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sholt Street, London, N.W.1. 01-387 9838.
1243 TBL=Total Beauty, Ltd., 89a High
Road, London, N.22. 01-800 0393.
1303 Wander=A. Wander, Ltd., Pharmaceutical
Division, 42 Upper Grosvenor Street, London,
W.1. 01-499 3931.
1362 PCB=Park Cake Bakeries, Ltd., P.O. Box
58, Oldham, Lancs.
1363 Alcos=Alcos Distributors, Ltd., 30
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Lomotil, 19	Misty, 2, 8	Orlane, 8	Preceptin, 15	St. James Balm, 3	Sucron, 18	Tubarine, 18
L'Onglex, 19	Monsieur de	Ortho-creme, 15	Pregaday, 2	Saluric, 5	Suede, 15	Tubocurarine
Lorel, 11	Givenchy, 8	Ortho-gynol, 15	Primitif, 3, 8	Sanatogen, 18	Sulfacox, 13	chloride, 11
Lorex, 11	Moorland, 11	Outdoor Girl, 18	Primobolan, 18	Sandra, 2	Sunarama, 1	Tumeson, 22
Lotus, 22	Mum, 8	Ovanon, 15	Prolac, 15	Sanizal, 8	Sunnybisk, 11	Twink, 22
Lucozade, 19	Murine, 13	Oxydent, 26	Protogest, 18	Scott's, 15, 18, 26	Sunsilk, 22	Ultra Brite, 8
Lusty's, 9	Nappi-Wite, 2	Ozettes, 11	Punch and	Scotties, 8	Sure, 22	Ung. morrhuae co. 18
Lypsyl, 11	Natabec, 2	Ozo, 11	Judy, 2, 5	Scottowels, 8	Suscardia, 11	Valet, 26
Lyseptol, 19	Nature Boy, 8	Paedo-Sed. 11	Purr, 2	Seboderm, 1	Suxamethonium	Varemoid, 8
Madecassol, 19	Nature Girl, 8	Pagan, 5, 15	Pyopen, 13	Seneschal, 18	chloride, 11	Vaseline, 11, 18
Macey, 22	Nedra, 15	Pal, 2	Q-Tips, 11	Senoket, 15	Sweetex, 8	Vasoxine, 18
Mannitol, 26	Neko, 8	Pan, 26	Quadrivexin, 18	Serene, 26	Synalar, 18	Velm, 8
Manly, 22	Neomycin	Paroven, 15	Quest, 11	Servicin, 1	Synandrin, 22	Vetzyme, 8
Marcel Rochas, 22	sulphate	Pasinah—302, 15	Quost, 5	Setlers, 18	Syndrin-60, 22	Vi-Drape, 11
Marigold, 3	(Squibb), 11	Pat-a-Creme, 15	Racasan, 2	Shaw's 1	Synandrone—N, 18	Virvina, 7
Marina, 5	Neo-Rybax, 15	Paterson, 3, 22	Rebane, 2	Sherleys, 1	Syrussar, 18	Vitacup, 1
Mary Quant, 22, 26	New Dew, 8	Pears, 8	Redoxon, 5	Silvikrin, 18	Syr. tussi	Vitapointe, 1
Maws 8, 15, 22	Nivea, 3, 5, 26	Pedigree Chum, 2	Remington, 2	Simple, 3	hydrobrom., 18	Vosene, 18
Max Factor, 2	Nix, 8	Pel, 15	Resinol, 26	Skil, 18	Tabloid, 26	Watersprite, 15
Mazola, 11	Nixoderm, 26	Penbritin, 11	Ricoh, 2	Skin Dew, 1	Tang, 1	Wella, 13, 15
Medinal, 2	Noludar, 5	Penetrol, 8, 11	Rimactane, 11	Smith Kendon, 5	Targot, 3	Wellcome, 18
Meggezones, 19	Normax, 15	Pentrium, 5	Rimmel, 26	Solacen, 3	Teasdale, 8	Welsh's, 5
Mendaco, 26	Normemon, 3	Perfex, 5	Robinson's, 2, 22	Soir de Paris, 26	Tecadrine, 1	Weylac, 15
Mersaly, 22	Norton, 5	Permeco, 13	Rogier & Gallet, 15	Solo, 5	Temadex, 18	Whiskas, 1
Mickies, 2	Norval, 13	Pernione, 18	Ronicoi, 5	Solprin, 1	Tender Touch, 11	White Cross, 22
Mimette, 8	Norvex, 18	Petal, 8	Ronson, 8	Somnos, 8	Tercoda, 5	Woman's World, 26
Mimospray, 8	Nostroline, 5	Pethidine, 5	Ronyl, 15	Somnytic, 18	The Blue Train, 5, 15	Woof, 1
Miners, 26	Notoids, 5	Phillips, 8, 18	Roxette, 8	Southalls, 26	Themalon, 18	Wright's, 22
Mio-Pressin, 15	N.P.U., 3, 5	Pholrexone, 18	Roxy, 8	Sorbitol, 26	Thibenzole, 13	Wyleys, 13
Mist. bismuth c.	Nu-form, 8	Pholtussa, 18	Royal Sweden, 22	Spastipax, 5	Thiprazole, 13	Xerumenex, 3
soda conc., 19	Nulacin, 15	Pickles, 8	Rozalex, 18	Specifene, 26	Tommee Tippee, 22	Xyloproct, 5
Mist. bronchialis	Nu-Rub, 5	Pifco, 13	Rub-a-Dub, 15	Spillers, 1	Topsy, 22	Yashica, 11
nig. conc., 19	Nu-Soft, 5	Pimafucin, 2, 5	Ruban, 15	Spray-Away, 1	Top Score, 8	Zemol, 7
Mist. cetae c.	Odol, 2, 5	Pinoletta, 22	Rutylene, 8	Spruce, 18	Travla, 11	Zibeline, 11, 18
opio conc., 18	Old Spice, 2	Pinestol, 5	Rybax, 15	Sprulac, 15	Trill, 1	Zom, 7
Mist. expectorans	Omnopon, 5	Pin-up, 22	Rybarvin, 15	Staycept, 1	Trimetts, 8	Zymafluor, 7
conc., 18	Opas, 11	Piptalin, 15	St. Aubrey, 1	Steedmans, 26	Trisillac, 18	
Mist. kaolin	Optomax, 15	PLJ, 11 18	St. Francis, 11	Steradent, 8, 15	Trophysan, 26	
aromat., 18	Opulets, 26	Polly, 8		Stergene, 13	Truford, 8, 15	
Mist. tonica bromid.	Oraldene, 8	Polytar, 2		Stilban, 18	Tryptizol, 5	
co. conc., 18	Orbenin, 11	Portagen, 15		Suba-Seal, 3	Trypure, 13	

THIS WEEK'S CHANGES

Prices are given in the sequence Trade Price per Doz.; Purchase Tax per Doz.; Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

A 7 O'Clock (S14 Gillette)				403	49	7	26	7	8	2
blades	(S) 14	8	S 3	1	4					
	(20 pkts)	(20 pkts)		409	127	6	68	6	21	4
stainless	(S) 31	1	11	2	2	10	11	3	4	
	(20 pkts)	(20 pkts)		406	20	3				
4711 (1113 S & B)										
eau de Cologne				35	6ea			49	3	
metered spray				(6)	18	0ea		25	6	
No. 9810	—	—	—							
D matt cream tube										
No. 9105	—	—	—							
D Adagio (1435 FS) existing entry										
I Adagio (1435 FS)										
(distributors 669 Sorelle)										
cream perfume	92	0	50	7	16	6				
day fragrance	92	0	50	7	16	6				
fragrant mist										
aerosol	117	0	64	4	21	0				
perfume	92	0	50	7	16	6				
skin perfume	164	6	90	6	29	6				
talcum	69	10	38	5	12	6				
	47	6	26	2	8	6				
Amplex (67 Ashe)										
capsules doubles 28	22	0	8	1	3	3				
	60	37	2	13	7	5	6			
Arginine-Sorbitol (Egic) (1123 Selpfarm)										
500ml	84	0ea	—	—	—	—				
Ascoxal-N (68 AH)										
chewing tablet	15	29	0	11	0	5	0			
D Atrixio (1164 SSL) existing entry										
I Atrixio (1164 SSL)										
hand care tin	404	15	0	8	0	2	6			
	408	22	4	11	10	3	9			

D Carat (1113 S & B)										
D Celtex (1164 SSL) existing entry										
I Celtex (1164 SSL)										
sanitary belts				17	1	2	4	2	2	
adjustable				21	7	2	11	2	9	
slimline										
sanitary towels				12	22	8	—	2	4	
super soft				18	32	5	—	3	4	
				30	52	7	—	5	5	
Chloromycetin (938 PD) TS										
veterinary										
tincture 10%				60ml	16	4ea	—	24	6	
				2oz	—	—	—	—	—	
D Cystex (710 Knox)										
tablets	18	24	9	9	2	3	7			
	40	49	6	18	4	7	1			
	100	99	0	36	8	14	2			
Diamon Deb (1113 S & B)										
D foot dresser										
A Diotex (710 Knox)										
	18	18	0	6	8	2	7			
Elastoplast (1155 S & N)										
first aid kit				12	4ea	1	4ea	19	11	
Fenjal (1113 S & B)										
"Fresh" creme bath										
decanter	140cc	188	0	95	0	29	6			
D Classic creme bath 28cc										
bath oil	6560	—	—	—	—	50	0			
creme parfum	7562	—	—	—	—	45	0			
dusting powder										
	7589	—	—	—	—	65	0			
A eau de toilette										
	2560	—	—	—	—	28	6			
	2561	—	—	—	—	46	6			
	2562	—	—	—	—	66	6			
	2563	—	—	—	—	102	6			
	2564	—	—	—	—	200	0			
atomiser	2578	—	—	—	—	77	0			
refill	2577	—	—	—	—	41	0			

July 26, 1969

SUPPLEMENT TO THE CHEMIST AND DRUGGIST

perfume	1531	—	—	37	0
	1532	—	—	62	6
	1533	—	—	87	0
	1536	—	—	302	0
	1537	—	—	565	0
atomiser	1572	—	—	121	0
refill	1573	—	—	64	6
soap toilet	6583	—	—	10	0
bath	6584	—	—	15	6
● Fore (109 BCL)					
after shave	27	0	13	3	4
deodorant aerosol	33	6	16	6	5
hair dressing					
bottle	21	6	10	6	3
aerosol	33	6	16	6	5
talcum	33	6	16	6	5
● Freshette (563 Hampshire)					
deodorant	42	4	23	3	6
tissues	21	2	11	7	3
Gillette (514 Gillette)					
blades					
blue, packet	(5)	20	1	7	3
blue extra	(5)	25	7	9	2
super silver					
packets or					
dispensers	(5)	54	9	19	7
		(25)		(25)	
		109	6	39	2
		(50)		(50)	
	(10)	95	9	34	3
A Gon (1305 WB)					
(distributors 690 Keldon)					
tablets	24	29	3	—	3
	50	49	6	—	5
A Higginson's (603 H)					
general health pills	20	6	7	6	2
	33	0	12	1	4
A Higolene (603 H)					
ointment	tin	20	6	7	6
A Hytex (710 Knox)					
ointment	tube	48	6	17	9
Jean Sorelle (669 Sorelle)					
soaps					
Mickey Mouse					
Favourites	9	8	3	7	1
Kantrexil (171 BLL) TS					
suspension	150ml	23	8ea	—	35
	4oz	—	—	—	—
Konakion (1074 Roche)					
tablets 10mg	25	17	6ea	—	26
D capsules					
I Lipiphysan (1123 Selpfarm)					
10%	500ml	69	0ea	—	—
15%	500ml	75	0ea	—	—
I Mannitol (1123 Selpfarm)					
B.P. 10%	500ml	12	6ea	—	—
20%	250ml	12	3ea	—	—
25%	250ml	12	3ea	—	—
Mary Quant (867 MP)					
eyelashes everyday					
real hair	103	1	56	8	18
A Mendaco (710 Knox)†					
tablets	20	33	9	12	5
	48	67	6	24	9
	120	135	0	49	6
Miners (876 MP)					
eyelashes real hair	57	6	31	7	9
D Nivea (1164 SSL) existing entry					
I Nivea (1164 SSL)					
creme	362	15	0	8	0
	368	22	4	11	10
	363	44	11	24	0

tube	1613	17	11	9	8
medical pack	370a	98	6	52	11
polystyrene jar					
366	43	5	23	3	7
367	64	8	34	9	10
skin lotion	356	21	1	11	3
	357	38	0	20	4
creme powder	42	10	22	10	7
deep cleansing milk	26	9	14	3	4
	39	10	21	5	6
foundation					
highlighter	40	10	21	10	6
lipstick dew-kiss	39	5	21	1	6
pearl	42	5	22	8	7
shot silks	45	3	24	1	7
liquid cream					
foundation	46	4	24	10	7
matte satin	50	0	26	9	8
shampoo sachet	6	3	2	3	11
bottle	18	4	6	8	2
shaving cream tube	280	22	6	8	0
soap cream	1103	9	2	3	4
bath size	1104	13	11	5	0
Sunfilta cream	348	25	11	13	11
	397	43	11	23	8
sun milk	398	51	2	27	7
sun tan gel	394	40	8	21	11
sun tan oil	392	46	3	24	9
sun oil family	396	64	8	34	9
talcum	1630	21	2	11	4

A = Price Advanced
R = Price Reduced
● = New entry
D = Delete
C = Correction
I = Insert

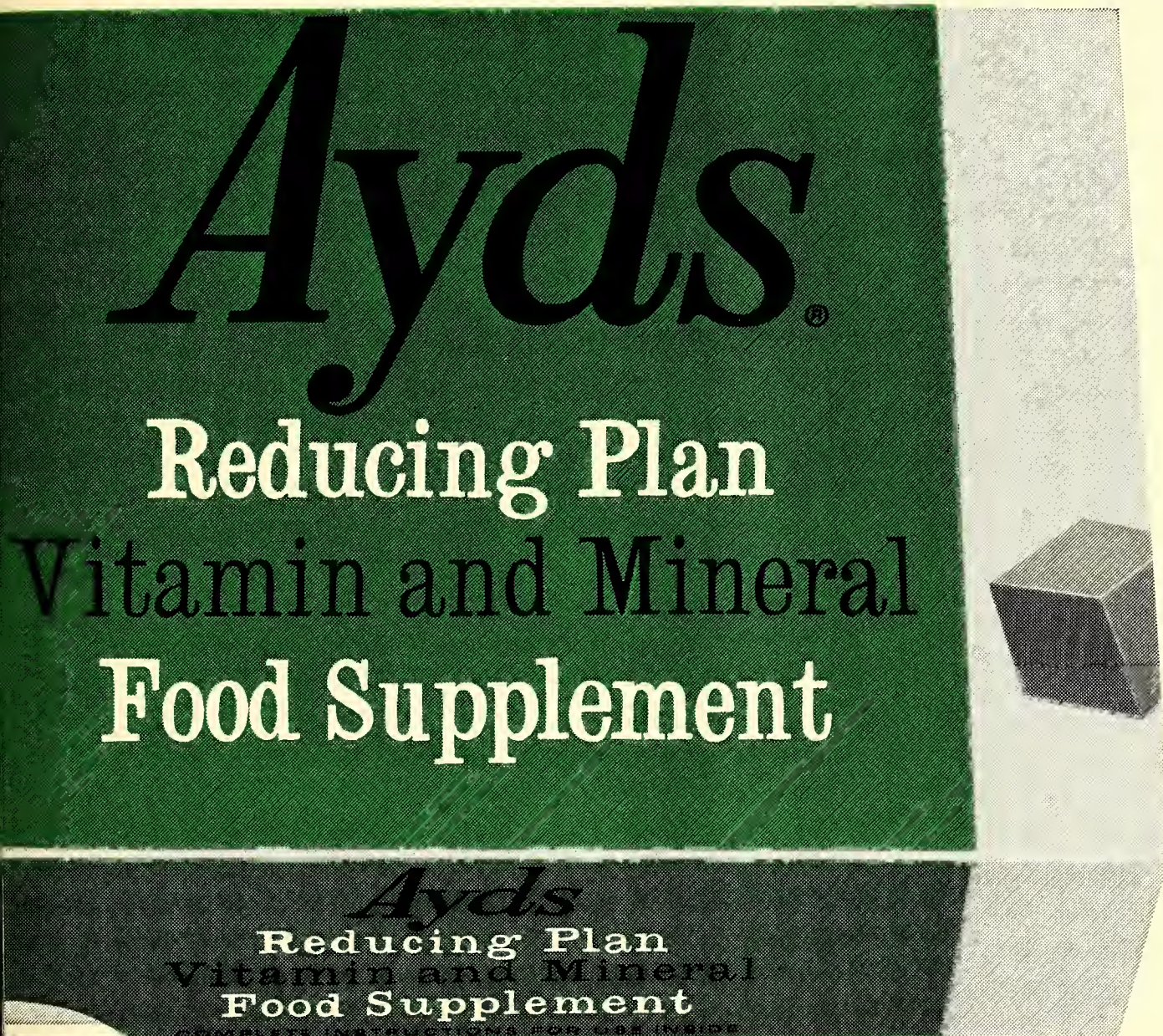
A Nixoderm (710 Knox)					
ointment	15	9	5	9	2
	31	6	11	7	4
Opulets (972 Pharmax)					
eye drops†					
amethocaine 1.0%	78	0ea	—	—	—
250 units					
Oxydent (1113 S & B)					
small size					
D Pan (1164 SSL) existing entry					
I Pan (1164 SSL)					
shampoo	54	10	19	8	8
	90	4	32	6	13
A Pinoletta (1030 Ravika)					
bubble bath	1 lb	72	0	27	0
D Resinol (836 Mentholatum)					
I Resinol (1418 Strenol)					
ointment	35	0	12	10	5
	57	0	20	11	7
soap	15	5	5	8	2
I Rimmel (1063 Rimmel)					
Cologne floral	15	2	8	2	2
top-note	34	5	18	5	10
compressed powder	14	2	7	7	2
compact	28	11	15	6	4
eyelashes real hair	86	10	46	7	14
eyelid gloss	23	1	12	4	3
eye make-up					
cabinet	109	5	51	10	18
hair care	16	2	8	8	2
hair colour					

permanent	34	5	18	5	10
hair set	16	2	8	8	2
lipstick moisturised	28	11	15	6	4
nail lacquer remover					
pads	15	2	8	2	2
perfume floral	23	1	12	4	3
top-note	34	5	18	5	10
A Scott's (1113 S & B)					
emulsion	8oz	40	0	13	4
	16oz	68	10	23	0
Serene (1164 SSL)					
beauty cream	31g	51	6	27	9
D Soir de Paris (150 Bourjois) existing entry					
I Soir de Paris (150 Bourjois)					
perfume	3411	41	8	22	11
I Sorbitol (Egic (1123 Selpfarm))					
30%	500ml	33	0ea	—	—
D Southalls (1164 SSL) existing entry					
I Southalls (1164 SSL)					
baby pants					
large (3 pairs)	22	1	—	—	2
A Specifene (603 H)					
ointment	20	6	7	6	2
	36	6	13	5	4
D Steedman's (1406 Steedman)					
I Steedmans (1113 S & B)					
soothing powders	(9)	15	11	5	4
		21	2	7	1
teething jelly					
Tabloid (209 BW)					
quinidine sulphate					
200mg	100	36	8ea	—	55
D Trophysan (1123 Selpfarm) existing entry					
I Trophysan (1123 Selpfarm)					
"5"	500ml	24	0ea	—	—
"10"	500ml	25	0ea	—	—
conc. "10"	500ml	35	0ea	—	—
A Valet (514 Gillette)					
blades	(10)	23	9	8	6
		(10	pkts)	(10	pkts)
● Woman's World (388 Dreston)					
cleansing cream	112cc	33	6	17	11
Cologne	20cc	36	0	19	3
colour shampoo	230cc	33	6	17	11
facial moisture					
cream	112cc	27	6	14	9
hair conditioner	56g	43	0	23	1
hair shampoo	230cc	27	6	9	10
hand lotion	112cc	27	6	14	9
moisture base	56g	43	0	23	1
nail conditioner	28g	36	0	19	3
perfume velvet	20g	54	0	29	0
perfume purser	5cc	61	0	32	9
rich skin food	56g	43	0	23	1
splash Cologne	112cc	73	0	39	2

AMENDMENTS AND ADDITIONS
TO KEY TO SUPPLIERS

171 BLL=Bristol Laboratories, Ltd., 30 South Street, Reading, Berks, 0734-57326.
799 MP=Marshall's Pharmaceuticals, Ltd., 3 Bucklersbury, London, E.C.4. 01-248 7083.
1215 T & OE=Technical & Optical Equipment (London), Ltd., Zenith House, Thame Villas, London, N.7.
1551 PR=Parfums Revillon, Ltd., 67 Effra Road, London, S.W.2. 01-274 6411.

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☐ cases (1 doz.) Composite
 (6 of each)

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Name

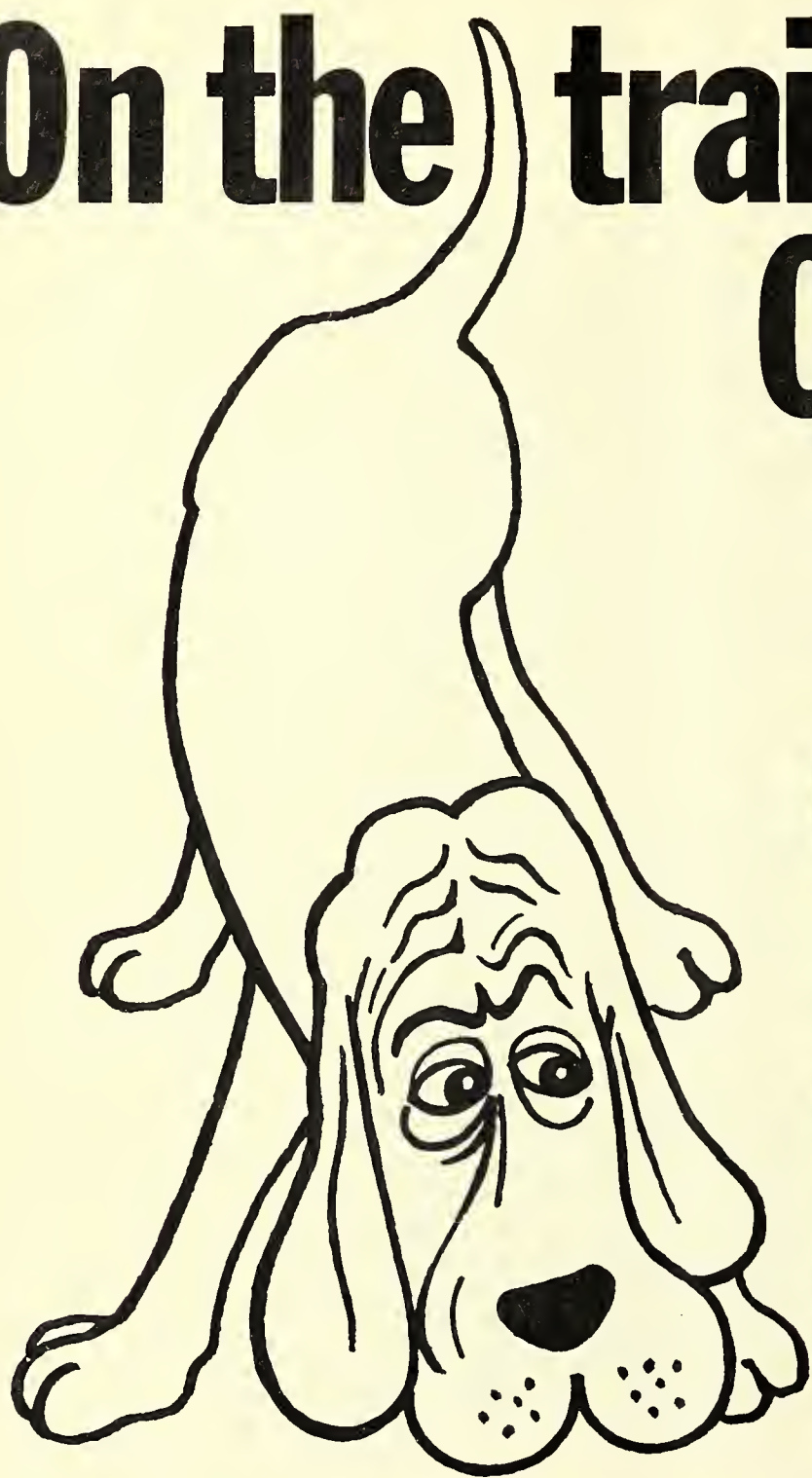
Address

Wholesaler's name

Address

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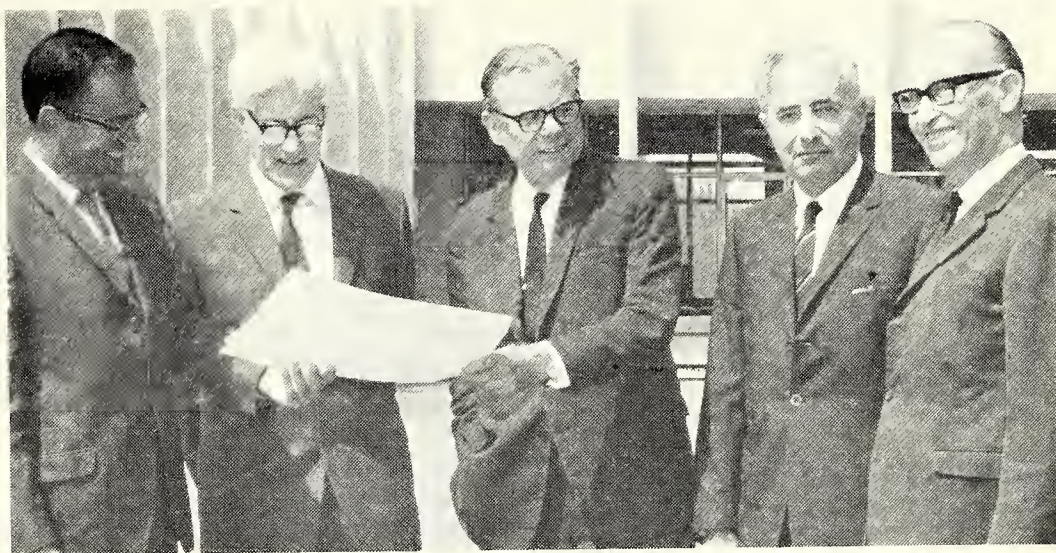
PEOPLE

Mr Campbell Adamson, 47, who is to succeed Mr John Davies as director-general of the Confederation of British Industry, was previously with the Department of Economic Affairs for three years.

Dr A. J. P. Martin who is to receive the second Kolthoff medal awarded by the Academy of Pharmaceutical Sciences, American Pharmaceutical Association, directs his own laboratory at Abbotsbury Laboratory, Barnet Lane, Elstree, Herts. In addition, he is extraordinary professor at the Technological University, Eindhoven, Holland.

Dr Martin is being honoured for his outstanding work in developing methods for the separation of organic substances. He is perhaps best known for his development of partition chromatography for which he received the Nobel prize jointly with Dr Synge in 1952. Currently, Dr Martin is working on displacement electrophoresis. The award is a gold medal and a \$1,000 honorarium. Travel expenses incurred by its recipient are also covered by the award.

Christopher Collins, Goya's managing director, decided not to use male models for the company's latest advertising campaign with a turf theme—especially since he was once a jockey himself. Looking through trial photographs, he could not



Before Professor Jean Hamburger (Professor of Medicine at the University of Paris), gave the 1969 Lilly Lecture on "Recent Research in Kidney Transplantation" at the Royal College of Physicians in London he visited the Lilly Research Centre at Erl Wood Manor, Windlesham, Surrey. Professor Hamburger (right) is pictured with senior members of the Eli Lilly staff

course, which will be held mainly on the campus of the Harvard University Graduate School of Business Administration, under the direction of the International Marketing Institute, and sponsored by the National Marketing Council. The object is to provide an opportunity for British executives to add to their skills by joining with American executives in studying the latest international marketing techniques.

Following the studies at Harvard, the course members then set out on an East to West tour of the US, visiting about 20 major corporations—all in three weeks.

Mr Gordon Conrad, managing director Sandercrest Ltd, has returned to London after a 2,600 sales tour of the Continent. He had discussions in Switzerland, Italy, Sweden and Denmark.

Appointments

United Glass Ltd: Following the acquisition by the Distillers Co Ltd of a controlling interest in the company C. R. S. Robertson, J. R. Cater and G. B. Murray (all directors of DCL) have joined the board of United Glass as non-executive directors. Sir James Helmore (chairman), D. M. Anderson, H. M. Braid and L. E. Norton (non-executive directors) have resigned. Mr Robertson has been appointed chairman in succession to Sir James Helmore. Mr W. F. Spengler remains managing director and the other full-time executive directors will also continue in office.

Mr K. C. Lawrence has been appointed assistant director (training) of the Distributive Industry Training Board, taking up the appointment on August 1.

Ronson Products Ltd have appointed Mr Colin Cookman marketing manager of their electrical division.

Mr Gordon McNab, sales director of Revlon since 1966, has been promoted to be managing director of Revlon Ireland,

effective August 1. He is succeeded in the United Kingdom by Mr Charles Scanlan.

Ilford Ltd have appointed Rick Weston representative for their amateur products division. He will look after the West Country, including most of Somerset, Herefordshire, Gloucestershire and Shropshire.

Deaths

Calder: On July 8, Mr Leslie Robert Calder, MPS, 12 Jubilee Road, Doncaster. Mr Calder qualified in 1934.

Barnwell: Recently, Mr Stanley Muchison Barnwell MPS, 3 House O'Hill Brac, Edinburgh 4. Mr. Barnwell qualified in 1920.

Basset-Day: On June 29, Mr. Glyn Basset-Day MPS, 36 Overton Road, Southgate, London N 14. Mr Basset-Day qualified in 1934.

Lloyd: Recently, Mr Goldwin Alexander Lloyd MPS, 3 Cwmdonkin Close, Uplands, Swansea, Glam. Mr Lloyd qualified in 1915.

Quincey: Suddenly on July 14 at Boscombe Hospital Mr Henry Quincey, FPS, 96 Richmond Park Road, Bournemouth, aged 82. Mr Quincey qualified in 1910 and was for many years in business in Bournemouth.

Walker-Leigh: On July 13, Mr William Esmond Ormerod Walker-Leigh a former managing director of Cooper, McDougall & Robertson, Ltd. When the company was taken over by Wellcome Foundation Ltd he became chairman of Productos Veterinarios Cooper, Buenos Aires, Argentina. He retired to Marbella, Spain in 1963.

Page: Recently Mr Robert Henry Page, Wetherby Road, York a director and founder of Robert Page of York Ltd, aged 68. He founded the company 14 years ago. Mr Page was a former regional president of the United Kingdom Commercial Travellers' Association, and also at one time, president of the York branch. He leaves a widow.



see one model who had the genuine look. So he and his friend Terry Biddlecombe, thrice national hunt champion, did the job themselves. Their photographs will appear on London Underground cards advertising Cedar Wood toiletries.

Mr Barry Taylor, medical products marketing manager, Smith Kline & French Laboratories Ltd, left for America recently to participate with a group of fifty of Britain's top executives in the British-American management course in marketing.

This is a special concentrated nine-week

BOOKS

More than a mere list—a guide for research

Medical Ceramics in the Wellcome Institute, J. K. Crellin, The Wellcome Institute of the History of Medicine, 183 Euston Road, London, NW 1. pp 304, 9 $\frac{3}{4}$ x 7 $\frac{1}{2}$ in 126s.

"Those who wish to make a closer study of the collection may do so in the museum" says Dr F. N. L. Pointer in a foreward to the catalogue, thus indicating not only the value of the collection but the real advantage of Mr Crellin's work.

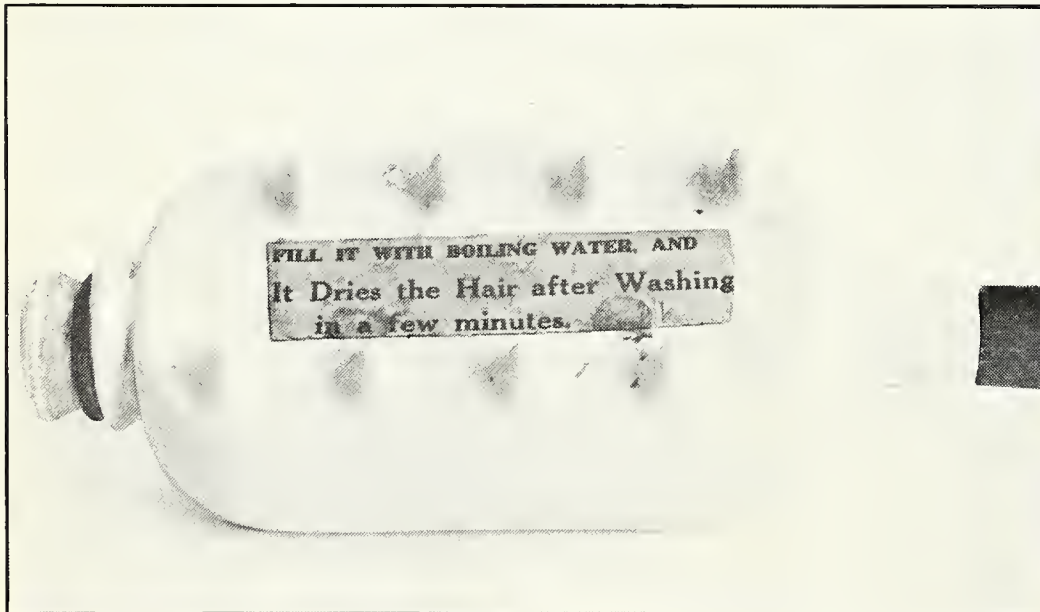
Those who wish to work in matters historical must know where the material is to be found, and research is aided by such catalogues as this assembled by Mr Crellin and the accessibility of the material in the museum. Pharmacists who have seen the transition from galenicals to specifics will have met, in some form or other, many of the items listed in the Wellcome collection, for it is in the main a collection of practical items.

The author has grouped similar items

together:— Part 1 deals with pharmacy jars, English pharmaceutical tiles and English mortars and other apparatus. Part 2:— entitled "Nursing and Hygiene" covers, refers to feeding utensils and related items; spittoons; chamber pots, bed-pans, urinals and bidets. Part 3:— "Medical Accessories" widely ranges over such items as bleeding bowls, eye baths, inhalers, etc. John Crellin has sought and received help from many pharmaceutical historians including Mrs Lothian Short and Leslie Gerald Matthews. Incidentally the bibliography reflects the great contribution of the CHEMIST AND DRUGGIST to pharmaceutical history by the publication of many authoritative articles. Background information with an introduction to the existing literature is given to each group of objects and then follows descriptive details of each item.

The book is profusely illustrated and those who are interested in "things historical and pharmaceutical" to their enjoyment, will, often dip into this volume, providing of course they can afford 126s—or borrow a copy. The Wellcome Institute's action in preparing a series of which this book is the first should be noted by the Council of the Pharmaceutical Society. A similar catalogue in respect of the Society's collections would be invaluable to research workers and dabblers alike.

A stoneware hair dryer of the type registered in 1884



FILMS

Sputum

Boehringer Ingelheim Ltd with the co-operation of the Institute of Diseases of the Chest, Brompton Hospital, London. 16-mm. Colour. Optical sound track. Running time 14 minutes.

The film presents in animation sequences an up-to-date synoptic review of bronchial secretion. A visual analysis of the normal features of bronchial secretory activity is followed by a similar exposé of the situation in bronchitic patients. Anatomical, histological and histochemi-

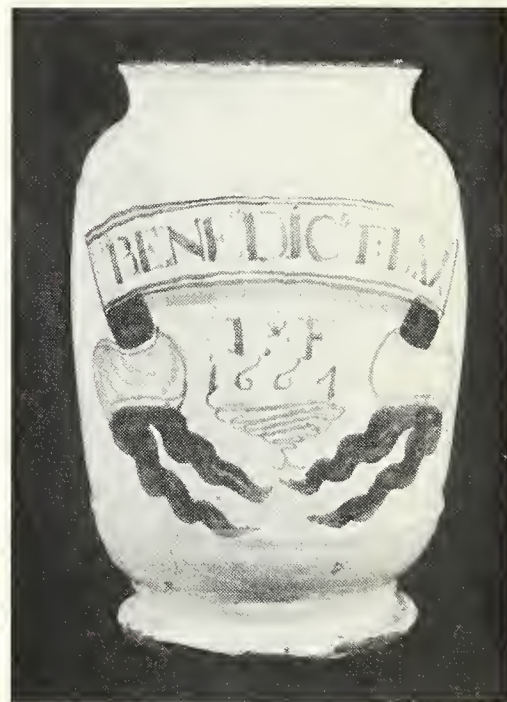
cal changes are considered, as are the physical characteristics and consequences of the associated excessive mucus secretion.

The relationship of excessive mucoid secretion to the symptoms of the chronic bronchitic is defined for various stages of disease, and the role of infection is discussed. In the closing sequences, the film emphasises the importance of early clinical recognition.

The film is available only through Boehringer's postgraduate medical services. Inquiries to the company's headquarters, Isleworth House, Great West Road, Isleworth, Middlesex, or to one of the company's professional services representatives.



Heart-shaped tile with blue tinted glaze



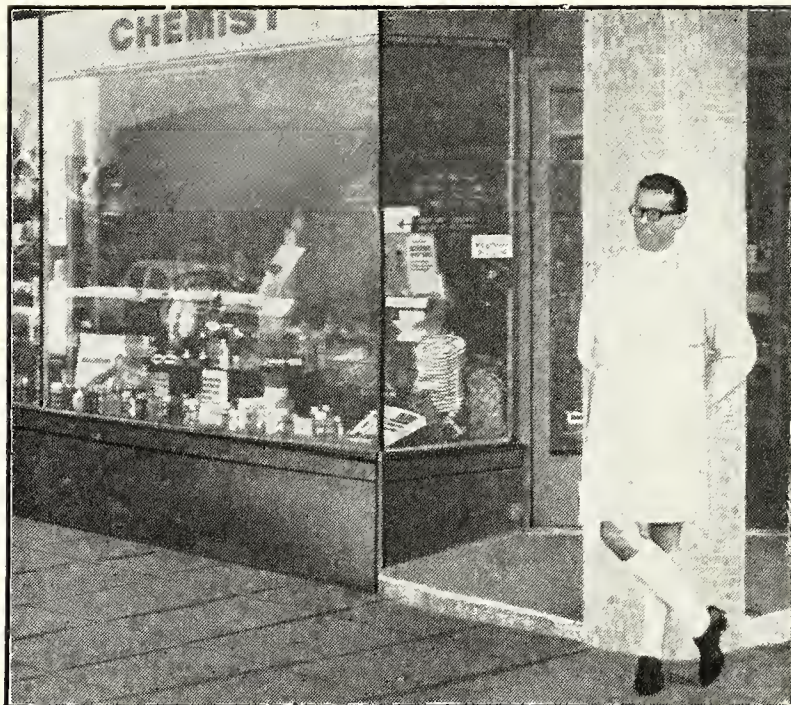
A version of the ribbon label panel design in pale blue



One of a series of jars with a metal band round the neck indicating contents

LIFE AS A LOCUM DOWN UNDER— WITH 100 SCRIPTS A DAY

A Belfast pharmacist, E. J. Crossin, MPSNI, describes a working trip to Australia and New Zealand



Outside a shop in West Preston, Melbourne where he worked for a spell — at £60 a week

A hospital pharmacy in Melbourne, Australia, is a far cry from a shop in Belfast, but following an invitation to go "down under" in the autumn of 1968 I found myself flying to the sunny Southern Hemisphere. By good luck the time of my departure coincided with the Olympic Games, so I was able *en route* to include an unforgettable week "down Mexico way."

Spring was giving way to summer when I finally reached Melbourne after a long flight across the Pacific. I soon made contact with the Pharmacy Board of Victoria (each Australian State has its separate society and the Pharmaceutical Association of Australia also has its headquarters in Melbourne). The registrar, Mr A. Kelly, and his staff made me very welcome and, as Mr. Gorman of the Northern Ireland Society had forwarded the relevant credentials some weeks previously, I had to wait for formal acceptance of my registrations at the monthly Council meeting. I gathered from Mr Kelly that pharmacy in Victoria was in a healthy state, and there was a demand for qualified staff, particularly in country towns. However, I wanted to make Melbourne my temporary home at least until Christmas, so I started looking for a position in retail or hospital.

Despite what I had been told at the Board's headquarters, positions were few and far between. Obviously the advent of the Christmas period, and the fact that January and February were the main holiday months in Australia, meant that locums (or "relievers" as Australians call them) were not much in demand. The three main wholesalers in Melbourne—Drug House of Australia, Sigma Ltd, and Rocke Tompsett Ltd — all provided a service to

chemists looking for staff, with lists of vacancies and available qualifieds. However it was through an agency called Pharmastaff, run by a chemist, that I joined the Austin Hospital at Heidelberg, a suburb of Melbourne.

Main centre in Victoria for the treatment of spinal injuries, the Austin was also a general hospital. Six weeks in the out-patients' pharmacy was for me a new and enthralling experience. The chief pharmacist, Mrs K. Keough, of Irish descent, and her staff, including three other qualifieds, made me feel most welcome. I worked a forty-hour week, commencing at 8.30 a.m. daily and, much to my professional surprise, had to clock in and out! Pharmacy staff were able to avail themselves of the hospital canteen and library. It was not uncommon for two of us to dispense 200 prescriptions a day. Paraplegic patients were usually supplied with several thousand different tablets at a time. My salary at the Austin was equivalent to about £45 per week in Britain.

Metric dispensing

The hospital position also gave me my first taste of metric dispensing, to which I was able to adjust quite quickly. By December, temperatures were usually in the 80 or 90 deg and I was soon tempted to "do as the Romans do" and wear shorts. In the Australian summer the majority of professional and business men wear shorts at work.

With many pleasant memories I took leave of the Austin just before Christmas, to spend a memorable ten days in South Island, New Zealand. I will long remember swimming in one of the Island's many beautiful lakes on Christmas Day. Apart from the weather, how similar the traditional

New Zealand Christmas is to our own! I can imagine no other country on earth that can offer so much to the tourist as New Zealand, with its breathtaking scenery and marvellous climate.

Returning north to Melbourne in early January I accepted a three-week locum in one of Melbourne's many Friendly Society chemists at West Preston.

With a good supporting staff and congenial surroundings and with a generous salary of about \$A120 weekly (about £60), I was not exactly overworked. Australia has a National Health system involving benefit schemes that operate on the principle of Government support for voluntary insurance.

Charges vary for different medical benefits and patients pay 50 cents each (about 5s 0d) for most prescriptions. Doctors may prescribe for insured patients only from a restricted list of drugs, outside which the full cost must be paid. Apart from a rather involved procedure for repeat prescriptions I found little difficulty in adapting myself to the Australian system. Medicines and drugs used were similar to those in Britain, but I found little evidence to support the official statistics, which name Australians as the world's largest pill takers.

Retail chemists' products seemed to be on average about 5-10 per cent higher in price than at home, but one cannot make an accurate comparison of the cost of living generally, as most salaries are higher than in Britain.

Looking back, I would say any young pharmacist would find a working holiday in Australia a fascinating experience. The people are friendly, the climate delightful, and the beer marvellous!

BONUS OR BOGUS

J. Barrie Thompson MPS, pharmacy owner and management specialist, discusses the economics of manufacturer's bonus parcel offers. Mr Thompson is also a lecturer in business studies

We all know what a bonus parcel is — and there are few among us who can dismiss without a second thought the chance of making an extra profit on the goods we sell. But chance is more involved in the realisation of that extra profit than the representatives would have us believe.

Unfortunately, pharmacists generally succumb readily to the temptation of an extra profit, particularly in the face of persuasive sales talk. Unfortunately — because a check through the cupboards, drawers and shelves reveals the residues bonus parcels.

Six dozen, bought on bonus terms, make a good display, fill a dumper bin, catch the customer's eye; but when two dozen are left they do not look so good. The final dozen are becoming shop soiled and are moved to the darker corners to make way for the latest bonus offer.

Yet the final dozen are the most important because they represent:

- ☐ Part of the normal margin
- ☐ Part of the costs involved in selling the other five dozen
- ☐ The bonus

The consequence is that the profit on the parcel has been reduced below normal margin, and has introduced into our shop economy the three worst killers of net profit: lowered stock turn; increase in the value of the total stock; reduced margins.

The pharmacist, in the face of falling profits, looks for ways of increasing the profits. The temptation to indulge in more and more bonus parcels thus becomes greater. The cumulative result, however, is the reverse as he is drawn nearer the centre of the whirlpool of unprofitability.

If the pharmacist is to become more profitable, the bonus parcels must be resisted and an analysis of the factors involved in bonus parcels should help to increase the resistance to temptation.

Manufacturers introduce bonus parcels for their own benefit.

Every cost price contains a sales promotion contingency and the manufacturer may use that contingency in many ways. He may use it on advertising, consumer offers, etc., — or on a retailer offer, as he calls the bonus parcel.

In other words he uses the sales promotion contingency to BUY something. The thing he buys with the retailer offer is our co-operation.

1. To recoup production and distribution costs quickly.

The manufacturer has invested heavily in his product and in order to ensure continuity of production with the minimum of further investment he is keen to see an early return of his capital outlay. Thus the more he can sell at each outlet, the better; it will also reduce his distribution costs if the ratio of orders to calls produced by the representative is high.

2. To release storage space.

There is a limit to the amount of goods a manufacturer can store and what better alternative to his own warehouse facilities than the shelves or counters of a retail outlet?

3. To get the product to the consumer.

The manufacturer goes to a great deal of trouble to produce articles which have consumer appeal, in an effort to secure a greater percentage of that section of the market within which the product falls. The retail outlet is a necessary link between him and the consumer, and every method must be used to break down any resistance the retailer may have to stocking the product.

4. To achieve maximum distribution.

The number of outlets stocking the product is directly proportional to the quantity that will eventually be sold.

5. To back up advertising campaigns.

An advertising campaign may be a success in the terms of sales, but that success can be appreciably increased by a timely reminder to the consumer in the form of a show-card or display.

6. To achieve a better "sell out".

A product may "sell in" well to the retailers, but if the product is to be a success it must also "sell out" well.

A retailer with large stocks is keen to see a return on his investment, consequently he will actively promote the sale of the product.

The manufacturer is delighted at the report of a 75 per cent "sell out", but the retailer in those circumstances may only just have covered the cost of the goods, not to mention the overheads involved in selling the 75 per cent of the parcel.

7. To establish a product on the market. The regular round of advertising, consumer offer and retailer offer is a balanced method of establishing a product on the market.



J. Barrie Thompson, MPS

8. To introduce a new product.

It is much more difficult to produce a demand than to cash in on an existing one, and for this reason and the reasons mentioned above, the manufacturer will use the retailer offer to launch a product.

9. To obtain professional recommendation for the product.

When a product is being actively promoted from a pharmacy, there is an implication of professional recommendation. The manufacturer is paying for that recommendation but is he really paying enough?

10. To obtain display space.

Any space in the pharmacy costs money in the form of our operating costs. The manufacturer is paying for that space, but is he paying enough?

We have looked at 10 points of co-operation the manufacturer requires when he introduces a bonus offer. This begs the question: How much is he prepared to pay for all this? Additionally, we should not forget that apart from any co-operation it costs money to take something into stock and it costs more to sell it.

The manufacturer makes a success of his retailer offer either:

By setting up massive advertising campaigns which will create consumer demand (but only as long as the advertising lasts). That forces the retailer to take the parcels, the only form in which the product is

PARCELS?



Crowded stockroom: A case of over-buying?

immediately available. *OR*—through the representative who:

Is frequently financially rewarded for the quantities he sells

Is versed in the many aspects of psychological selling, from bullying to pleading, to a degree where we order simply to get him of the shop.

May produce volumes of impressive but meaningless figures none of which is applicable to an individual pharmacy.

May use illogical arguments, eg "Three dozen come to you with 3s per doz off the cost price so you make an extra 3d on every one you sell", which is untrue.

There are many among us, however, who need very little persuasion, and every "rep" on the road knows where he can quickly chalk up a book full of orders.

Our immediate reaction to the word *bonus* should be *resistance*—resistance as persistent as their efforts to sell. But resistance at all times would not be in our best interests. So be resistant to the degree of selectivity.

Bonus parcels fall broadly into three categories:

New products.

Established products, normally purchased from the wholesaler.

Established products normally purchased direct.

The first two categories should call for the greatest degree of resistance.

For new products use a New Product

Guide and tick the answers in either the **YES** or **NO** column. If there are more "Yes" ticks than "No" ticks then the product stands a reasonable chance of success. *See larger table.*

With the wholesale and direct normal purchasing of products the only safe method is to refer to stock records and calculate the quantity which can safely be taken without seriously reducing stock turn. In the absence of stock records, invoices can provide some reasonable reliable information.

In any event, we should never take more than 12 weeks stocks, and in so doing, we must be absolutely confident that we will be "sold out" in that period.

When considering the amount of stock to take we must also carefully assess the value of the bonus. There are two methods that can be used easily.

Method 1: Remembering what has already been said about the costs of stocking and selling merchandise we find in practice that the first table applied to direct buying, particularly if applied to the same product or products regularly throughout the year, produces better results than the national average stock turn for retail pharmacy of 4½ times p.a. and a better gross profit average of 27.5 per cent (which is currently falling).

Except in unusual circumstances we can have no excuse for taking more than one

week's stock at normal list prices from the wholesaler or for taking more than 12 weeks' stock for a minimum 15 per cent discount from the manufacturer.

Method 2: Carefully determine:

☐ The time you expect it will take to sell the goods — say 10 weeks.

☐ The amount of money you are investing in the parcel — say £10 plus £5 purchase tax.

☐ The extra amount of money you hope to earn — say 10 per cent, or £1 and ask yourself in the light of all that we have analysed here—is it worth it?

Conclusion: For all the co-operation we are expected to give, for an increase of ten times our normal stock investment, we are being paid the sum of £1.

It isn't worth it!

Number of weeks' stock		Minimum % discount	
1	purchased at	Nil	off list price
2	do.	2½	do.
4	do.	5	do.
8	do.	10	do.
12	do.	15	do.

	Yes	No
Does it fit conveniently into one of my categories?		
Is it really new or is it just duplication?		
Is it equal or better value than existing lines?		
Will it appeal to the majority of my customers?		
Has it been successfully test marketed?		
Are any other shops selling it successfully?		
Does it have a "sale or return" condition?		
Does it come from a reputable manufacturer?		
Is it well packaged and attractive?		
Is the brand name well known?		
Is it being supported by TV advertising?		
Is the margin equal to or better than existing lines?		
Is the bonus substantial?		
Is it "Chemist only"?		
Can I be sure of a "sell out" in 8 weeks?		

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Easier to recognise — photo 1

The new pack for Countess hair conditioning cream (3s 1d) is printed in green and black. With more prominent modern lettering than the previous design, the new pack should be easier for customers to recognise on the shelves and the green and black on the pack sides should create attractive displays. (Beecham Toiletry Division, Brentford, Middlesex).



2



Aerosol antiperspirant

A "multi-purpose" antiperspirant aerosol is being launched next month by Total Beauty, under the name Spray-dry.

Advantages are non-irritant perfume and safety in use under-arm and vaginally. The product may be used immediately before or after Total Beauty Spray-away depilatory. Distribution is on an agency basis. Pack is 100g. (Total Beauty Ltd, 89a High Road, London N 22).

For an expanding market — photo 2

Personal feminine deodorants are considered to be the fastest expanding toiletry market in the UK. Turnover is up over 300 per cent in two years. F. W. Hampshire & Co Ltd are offering a new preparation called Freshette believed to be the first product to result from research aimed solely at perfecting a feminine deodorant. Freshette is available as a 70g aerosol (6s 6d) and in cartons (3s 3d) containing eight pre-moistened, disposable tissues sealed in sachets which are pre-packed in eye-catching display outers of one dozen. (F. W. Hampshire & Co Ltd, Sunnysdale, Derby.)

Approved reproductions — photo 3

The Owl and Pussycat and the Ford car with veteran car soaps are the latest novelties by M. & R. Norton Ltd, Adriant Works, 155 Merton Road, London SW 18. The Ford car pack (15s 11d) contains the actual veteran car made by the Lesney Co who make the matchbox toys, and the four tablets of soap bear pictures of authentic reproductions of Ford veteran cars which have been authorised by the Ford Co who approve the printing of the

name on the box. The "Owl and Pussycat" carton (7s 11d) has been authenticated with all particulars of Edward Lear, and showing a picture of the plaque which is now outside the house where he lived.

Compacts various — photo 4

Arden's Invisible Veil pressed powder is now available in a new slim tortoiseshell compact, 3½ in in diameter. The silk screened Invisible Veil Powder is offered in 15 fashionable shades — "from the palest Naturelle to the richness of Sun Gold Deep." (19s 6d). Refills are also available (15s 3d).

Specially created by Elizabeth Arden for the small handbag, the Invisible Veil urn design compact (19s 3d) measures only 2½ in in diameter. There is also a refill (13s).

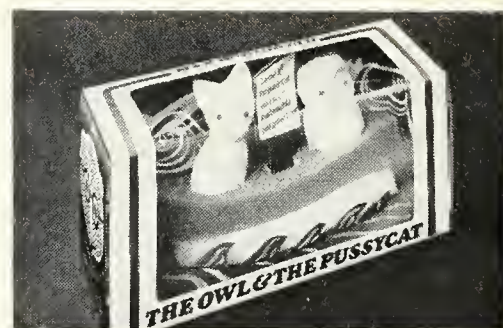
For those who merely wish to remove the shine without adding extra colour to their complexion, there is Arden's transparent powder. Distinguished by its raised golden design of bursting sun rays, the transparent powder tortoiseshell compact is also 2½ in in diameter (20s 3d). Refill (14s). (Elizabeth Arden, 25 Old Bond Street, London W 1.)

Sandalwood again — photo 5

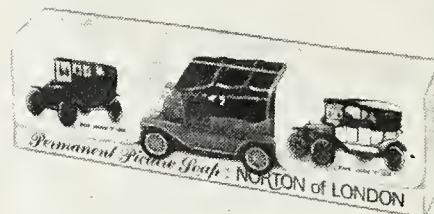
The popularity of sandalwood fragrance in soaps led Wright Layman & Umney Ltd to adopt it for the new companion to their traditional coal tar soap. Wright's sandalwood soap (1s 6d) in a distinctive wrapper is offered in outers of 24. (Wright Layman & Umney Ltd, 43 Clapham Road, London, SW 9.)

Eight from Quant

Continuing a policy of progressive change, Mary Quant has issued five new lipsticks (9s 11d). Not only are the shades new, but



3



4

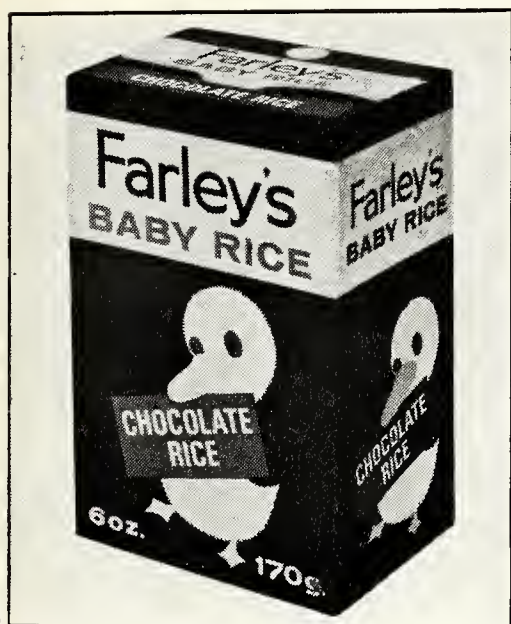


5

the formula has been changed to make them moister "and slicker." Q21 Hot Current, a bright beige pink, Q22 Soft Smoulder, cool bright pink, Q23 Dazzler, is a warm bright rich pink, Q24 Hot Spot, all peachy and orangey, whilst Q25 Live Wire is a bright coral peach. There are also three new lip glass tint (9s 11d) Q51 Shimmy "slightly brightly pink," Q52 Showoff, softwarm coral, and Q53 Transformer (Myram Picker Ltd, Hook Rise, Kingston By-Pass, Surbiton, Surrey.)

Sparkle for autumn

To introduce a new Sparkle make-up "which scintillates and glows" Orlane has launched two new shades of make-up with the names Hussard and Paprika. The names are also applied to matching frosted eyeliner (31s) lipstick (14s 6d) and nail lacquer (22s). (Sirex Ltd, Spirella House, Oxford Circus, London W 1.)

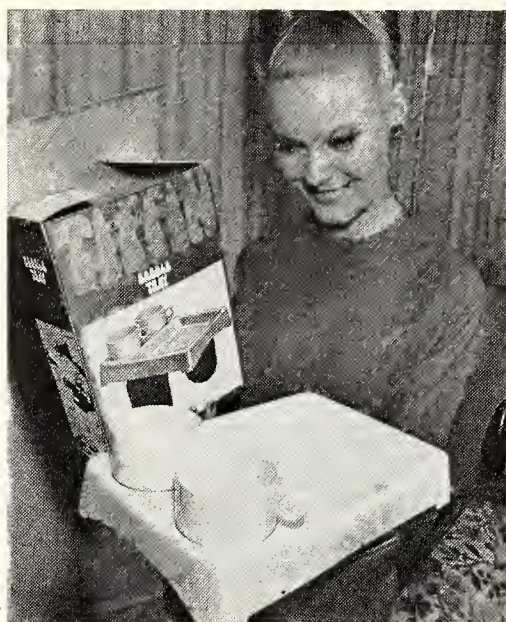


6

Infant foods

Now a 6-oz pack—photo 6

Farley's announce that their chocolate baby rice is now available in its own 6-oz pack (1s 11d). They claim that since the Farley baby rice twin pack (rice with egg and chocolate rice) was launched two years ago, it has been so successful that it is now among the four top-selling powder varieties and has gained 50 per cent of the baby rice market. The new pack is offered in cases containing one dozen 6-oz packs. There are no mixed cases. (Farleys Infant Food Ltd, Plymouth.)



7



8

Pharmaceutical specialities

Capsules replaced

Roche Products Ltd, have introduced Konakion vitamin K1 in the form of 10 mg sugar-coated tablets to replace Konakion capsules 10 mg which are being discontinued. The tablets, which are pleasantly flavoured, are intended to be chewed or allowed to dissolve in the mouth. Indications for use are as for Konakion capsules. The pack is a container of 25. (Roche Products Ltd, Welwyn Garden City, Herts.)

Sundries

Snack tray—photo 7

A new idea from Brexton Ltd is the Tiffin tray (32s 6d), a new moulded snack tray in durable washable plastic which dispenses with the delicate balancing acts normally associated with snack meals.

The ends of the Tiffin tray are concave to allow a better fit on car transmission tunnels, chair arms, or knees, and a saddle flap is fitted to the underside of the tray. Each end of the flap has a weighted pad lined with foam plastic which grips any material like a limpet.

The Tiffin measures 11 in x 8 in and has a deeply recessed tray for food, and polypropylene cups which fit snugly into sockets provided. (Brexton Ltd, 5 Grange Road, Small Heath, Birmingham, 10.)

Cooler box and jug—photo 8

The Dura-Bond jug and a cooler box further extends the range of Coleman insulated containers now available through

Brexton. Both the jug and cooler are made from blown polyurethane guaranteeing maximum cold retention. The outer shell is formed from high-impact plastic.

The Dura-Bond jug (£4 10s) with a capacity of 128 fl oz, will keep liquid cold for many hours. The de luxe models are fitted with a patented "fast-flow" nylon drain and a blow-moulded "comfort-grip" free swinging handle.

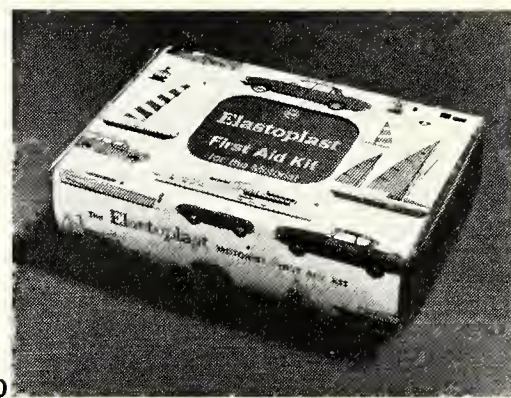
The Dura-Bond economy cooler box (£8 6s) measures 13½ x 22½ x 12¼ in its low profile makes it particularly suitable for carrying in car boots. The de luxe version (£10 12s) is a similar size, is fitted with a "fast-flow" nylon drain, deep moulded sliding tray and fold-away bail handles. Both the economy and de luxe models have a capacity of 24 Imperial quarts. (Brexton Ltd, 5 Grange Road, Small Heath, Birmingham 10.)

New pack and propaganda—photo 9

Sparklets new pack for ten bulbs, and a series of bright drinks ideas leaflets emphasise the link between the utilitarian-looking bulb and exciting, sparkling drinks. The bulb box is in shades of blue, with a pictorial surface design of bubbles. Cross promotions for other Sparklets products—syphons, Beertap and Corkmaster—are featured on the bottom of the pack. The British Oxygen Co Ltd, Hammersmith House, London W6, have also produced a series of small full-colour drinks ideas leaflets which are inserted in the new bulb boxes to give the consumer recipes for



9



10

new and different drinks that can be made with Sparklets syphons.

New sleeve—photo 10

The Elastoplast motorist first aid kit (19s 11d) is now presented with an entirely new sleeve design to appeal to all potential users. The sleeve design comprises full colour illustrations of camping, sailing, caravanning and cars. Smith & Nephew Ltd, Bessemer Road, Welwyn Garden City, Herts, have designed the kit so that it contains all the necessary items to deal with minor first aid injuries at home and on holiday.

Luxurious curler

The Capital a new electric curler in the Carmen heat-retaining roller range comes in an elegant white case with silver/grey trim and has 20 luxury Carmen rollers comprising 10 large rollers, four small and six jumbo. The Carmen Capital has a luxury vanity mirror and special make-up light with its own on/off switch. In addition, the model is supplied with a unique styling handle which clips into the Carmen roller to form a heated comb or brush.

All Carmen safety devices are incorporated—on/off switch, mains pilot light and dual thermostatic control. A recessed carrying handle is built-in for easy portability and all Carmen Capital machines as well as the Double 10 are supplied with the new wiring colour codes. The Carmen Curler Co Ltd, Carmen House, 223 Old Marylebone Road, London NW1.

SHOP TOPIC

by Stanley Townsend

Recording the rate of sale

By showing in code on price-tags or cartons the date on which items came into stock, it will be quickly apparent how long each item has been in stock. Thus, the tag on an electric blanket may show it has been in stock for 29 days. But that does not reveal how many were sold in a month, a summer, or a winter, or whether over a period the rate of sale is diminishing or rising. To get such information is another problem needing some ingenuity to solve.

Count or Sales analysis

All methods of finding the rate at which an item moves involves a count of the movement of the stock item or an analysis of sales (from check-book carbon copies, for example) to ascertain the number sold. An ideal system would use both methods and readily reconcile the results.

For a chain or department store group using a punched card installation or even a computer, stock control and sales analysis can be integrated with the accounting system and serve other special purposes such as a redeployment of stock over branches. But for the independent, relying on manual clerical work, such a degree of elaboration would bring the work of his business to a standstill.

Choice of action

If he is to use one approach only, which should he choose? To link the measurement of merchandise movement as closely as possible to the merchandise itself, he may decide to take stock of every item on the stock plan once a

month, but not of all of them on the same day. But 'item' does not mean, for example, 'electric blankets,' but 'electric blankets, John Bull brand, size 5, blue.'

To use this method, the chemist requires a stock card for each item on the stock plan. Record cards, 8 x 5 in and horizontally ruled both sides, are available from the stationers. So are cabinets to hold them and guide cards for separating the groups of cards for each main category of merchandise — bedwarmers including electric blankets and hot water bottles, for example.

Each side of a card takes three sets of three columns. When the first set of three columns has been used, the chemist turns to the second set, then to the third set, and then uses the other side of the card. The first column of each set of three columns could be seven-eighths of an inch wide, and the second and third five-eighths of an inch each.

The first would be for an explanation of entries, as 'Stock in hand 1.8.69,' 'Delivered 7.8.69.' The second column in each set of three would give the figures relating to the entries in column one, and the third the month's stock movement as shown at the monthly stock count.

A local printer could overprint the ruled cards with the vertical column rules required and with the standard column headings.

Subtraction

Each card will show a correct description of item, its stock plan number, supplier's name, address, and telephone number, and buying price and terms. Existing stock

will be entered. New stock will be entered and added.

Each month, stock will be taken: subtraction will show the movement for the month. At any time, the eye can quickly run down the third column, pick up the rate of movement, and the months of maximum movement.

How many cards are there? How many working days are there in the month, omitting any days and half-days of special pressure? If the number of cards is divided by the days available, the result will show the number of cards to be done each day. The same cards should, of course, be done on the same day each month.

A trial run

A chemist who thinks of using this method would do well, as suggested in a previous article in respect of all new methods, to have a trial run on 20 items for two months. From the time taken, he can estimate what would be involved in fully adopting the method.

The cards have further uses. Thus, if he proposes to 'splash' six times in a window display or local newspaper advertisement, he can take a special stock beforehand on the relevant cards. Afterwards, a further check will show what movement there has been.

The preparation of the cards and their installation may appear to be an onerous task, but when the system is working savings of time and money could be considerable. Even more satisfaction could be gained from the knowledge that the stock control is effective.

Of the 600 shops in the Timothy Whites group 315 have been selected for conversion to branches of Boots Ltd. Shareholders were recently told that conversion was taking place at the rate of one per working day and that the operation would be completed by the end of the current trading year. Goodwin Storefitters Ltd., who are carrying out several fascia sign alterations in the programme, were responsible for the Hastings branch conversion pictured below



PROMOTIONS

Chance for chemists to 'pre-sell' new feminine deodorant

A promotion exclusively for the individual retail chemist by F. W. Hampshire aims to pre-sell every pack of new Freshette feminine deodorant. With each pack bought by a retailer a special 1s-off coupon for the consumer is enclosed.

The coupons are for distribution by the chemist with the sale of other intimate care goods. The coupons are redeemable only by chemists who issued them against the purchase of any pack of Freshette.

The advertising campaign consists of full colour pages and half-pages in *Woman's Own*, *Woman's Realm* and 11 other leading women's magazines. (F. W. Hampshire & Co Ltd, Sunnysdale, Derby.)

Chart of baby information

Gerber baby council's new 8 x 12-in coloured menu-planner chart gives the mother information on illnesses, diet, and weight with a space at the top for her baby's photograph.

The chart is to be given free to customers who purchase five Gerber baby food items or may be obtained direct from the baby council for five labels from any junior or strained Gerber baby food. (Gerber Baby Council, 10 New Fetter Lane, London EC 4).

A personal guide to Rimmel

A comprehensive guide to Rimmel products and their use is provided by the company's new 24-p beauty book "A Personal Guide to Beauty."

Each product is pictured in full colour and priced, with the accompanying text showing how it fits into skin or hair care and make-up.

Copies of the book are free to chemists (a 5d stamp to cover postage should accompany the request) from Customer Service department, Rimmel International Ltd, 17 Cavendish Square, London W 1.

Film to encourage slimmers

A "fresh slant" to the subject of slimming is provided by a new film "Natural Landscapes of the Body," being used to back lectures to Bisks Slimmers' Club.

The film encourages slimmers to aim for "harmonious proportions," rather than the whims of fashion. It relates the female form to beautiful natural settings as an "attractive and stimulating opening" to talks given by the Bisks lecturer. Members of the Bisks Club are invited on an area basis to the talks which concentrate on the health and will-power aspects of being over-weight.

Bisks Slimmers' Club has more than 100,000 members and is still growing at a rate of more than 1,000 a week. The area meetings usually attract some 70 per cent of the local membership. The film was sponsored by Fisons Pharmaceuticals Ltd, Loughborough, Leics.



Towel and cheese combined

Kimberly-Clark and the Cheese Bureau are organising a joint promotion during which all Kleenex kitchen towel packs, except the new deep colours, will offer buyers a colourful cheeseboard and a free cheese recipe book.

The two are available for 13s 11d with one wrapper as proof of purchase, a saving of up to 6s on average retail prices.

A showcard merchandiser is available, holding the cheeseboard.

Free handbag container

Lilia-White (Sales) Ltd offer for a limited period a consumer incentive by way of a free Lilia handbag container packed inside a specially flashed self reducing polythene



pack of Lilia 12's. The handbag container is made from pale pink soft plastic material and is designed to hold one spare Lilia towel. (Lilia-White (Sales) Ltd, Charford Mills, Birmingham 8.)

Wide Lantigen B campaign

Sales of Lantigen B will be supported by advertising in national newspapers and magazines including *The People*, *Daily Mirror*, *Daily Express*, *Daily Mail*, *Sun*, *Radio Times*, *Reader's Digest*, *Woman's Realm*, *Woman's Weekly* and *Woman & Home*, beginning in September.

Attractive point of sale display material, is available direct from Maws or through the company's representatives. (Distributors Maws Pharmacy Supplies Ltd, Aldersgate House, New Barnet, Herts.).

Revised edition of Cradle Days

A revised and improved edition of Trufood's booklet, *Cradle Days* deals mainly with bottle feeding babies. It is distributed to mothers who write for information as a result of reading advertisements and who fill in reader service coupons in parenthood magazines and books.

Full colour photographs replace the black and white ones and demonstrate the ease of mixing baby milk in a wide mouth feeding bottle (both the Trufood can and a Maws' feeding bottle figure prominently).

Selling points of the baby milk are included in the advisory copy, and details of cereals, chemist-only Spoonfoods and junior foods, and Follow-on Trufood are in the weaning section.

Photographs of moon landing

Exhibitions of photographs of the moon landing are on show at Agfa-Gevaert's Piccadilly showroom and Thames Television's Kingsway offices.

The collaboration between Thames, Agfa and London weekday ITV contractors has resulted in the publication of high quality colour pictures of the Apollo 11 moon project much faster than normally.

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

Alka-Seltzer: All areas.

Andrews liver salts: All areas.

Askit: Sc, B.

Dentu-creme: Lc, Y, WW.

Dr Wernet's powder: Y.

Heinz baby food: All areas.

Immac: All areas except So, B, G, E.

Imperial Leather soap: Ln, M, Lc, Sc, WW, U, W, B, G, CI.

Milk of Magnesia: U.

Milk of Magnesia tablets: All areas except E.

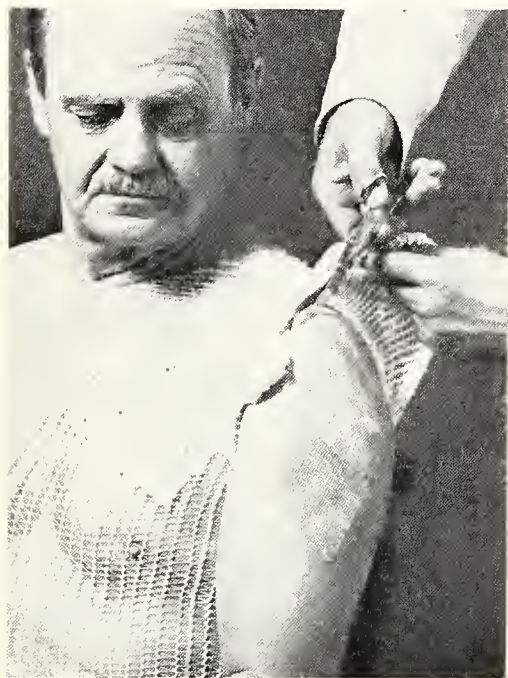
Personna razor blades: So.

Poli-grip: All areas except E.

TRADE NEWS

Netelast to be added to Drug Tariff

Netelast, a wide-mesh, tubular net elastic bandaging, which has found increasing use in hospitals since it was first marketed in Britain by Roussel Laboratories in 1966, is to go on the Drug Tariff and become available on EC10 on August 1. It will be listed as "elasticated net surgical tubular stockinette." The material has a number of advantages. It is quicker to use than traditional bandaging, and it is



much easier to use when dealing with awkwardly-placed sites. It is also more comfortable for the patient. Re-dressing of wounds is made simpler, often overcoming the need for professional nursing assistance.

In the Drug Tariff Netelast, will be available in four widths ranging from 2.5 cms. to 7.0 cms., suitable for anything from arms to chests.

Tubigrip goes metric

Seton Products Ltd, Medlock Street, Oldham, Lancs, are bringing out their Tubigrip bandage in metric sizes on August 1.

Previously available in ½-yd packs, Tubigrip will be prescribable in England and Wales from August 1 in 1-metre, and throughout Britain in ½-metre, lengths. The new metric widths will be 6.25, 7.50 and 10 centimetres replacing, respectively, the Drug Tariff sizes of 2½, 3 and 4 in. Other Seton products will be going metric at a later date.

Added to range

Pharmax Ltd, Crayford, Kent, announce a further addition to the Opulets range of sterile, single dose eye and ear preparations, in the form of amethocaine 1 per cent eye drops for local analgesia. Opulets amethocaine eye drops are available only in 250 unit packs.

Poise and relaxation guide

Why good posture not only "looks good but does you good" is explained in the latest Family Doctor book, Poise and Relaxation by Dr Capener, a consultant orthopaedic surgeon. Available to National Pharmaceutical Union members through the NPU, 321 Chase Road, London N 14.

Sales force reduced

The sales force of the Bowater-Scott consumer products division has been reorganised to streamline service. Major changes include reduction from four to three regions: Scotland and the North with regional sales manager Stuart Urquhart, Central and the West with Edward Hutchinson, and Southern with Tony Dalrymple.

New strengths

Glucophage and Ronyl tablets are being offered by Rona Laboratories Ltd, of Cadwell Lane, Hitchin, Herts.

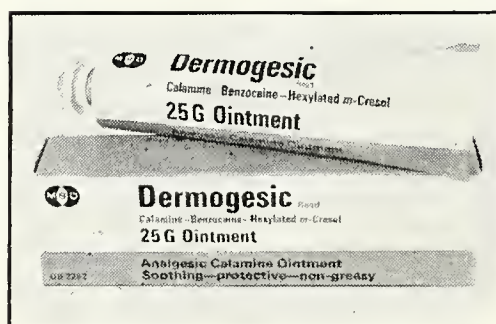
Glucophage 850 mg tablets are complementary to and not intended to replace the 500 mg tablets. Packs are containers of 60 and 300. On the other hand, Ronyl 20 mg tablets are white, scored on one side and marked Ronyl on the other and are intended to replace the present pink 10 mg tablets so soon as stocks are exhausted.

Licensed material

Co-Caps, 361 Lillie Road, London SW 6 announce that supplies of Co-Caps tetracycline now being marketed are manufactured from tetracycline material obtained from a licensee of the Pfizer Corporation.

New pack style

Merck Sharp and Dohme, Hoddesdon, Hertfordshire, have recently introduced a new style of packaging that will become standard for all their preparations. The



new turquoise and white packs give essential information in a clear type-face, and imparting a more modern appearance.

Gillette Super Silver prices

Gillette point out that their advertisement elsewhere in this issue should now read "normally 74s 4d you can now buy them at 67s" instead of 70s 5d and 63s 3d respectively.

Distribution changes

□ Scott & Bowne Ltd, 50 Upper Brook Street, London W1Y 2AE have taken over the distribution of Steedmans soothing powder and teething jelly.

□ Strenol Products Ltd, 53a High Street, London NW 10, are sole distributors in UK and Eire of Resinol ointment and soap.

Works holiday closing

Manesty Machines Ltd, Speke, Liverpool L24 9LQ. July 26 until August 11.

Gale & Mount Ltd, Commerce Road, Brentford, Middlesex. July 26 until August 11.

Trade shows

Chester:

Grosvenor Hotel

July 27-30 George Spencer & Son Ltd

London:

Kynance Place showroom

July 28 onwards George Spencer & Son Ltd

Birmingham:

Midland Hotel

July 29-31 Fabergé Inc

Croydon:

Greyhound Hotel

July 28-August 1 Shulton (Great Britain) Ltd, H. Bronnley & Co Ltd, M. & R. Norton Ltd.

July 28-31 Jean Sorelle Ltd

Bonus offers

Burroughs Wellcome & Co, Temple Hill, Dartford, Kent. Marzine, 39 invoiced as 36 (until August 31).

Gillette Safety Razor Co (division of Gillette Industries Ltd) Great West Road, Isleworth, Middlesex. Gillette Super Silver Pillar packs containing 25 x 5 dispensers. 25 x 5 packets 25 x 10 dispensers and Techmatic cartridges. 10 per cent off, through wholesalers.

Jean Sorelle, 111 Great Portland Street, London W1 Mickey Mouse Favourites soap. 144 invoiced as 132.

Maws Pharmacy Supplies Ltd, New Barnet, Herts. Lantigen B oral antigen. 6 invoiced as 5, 12 invoiced as 10.

Meggesson-Warrick division of White Laboratories Ltd, Penarth Street, London SE 15. Blue special pastilles special discounts from representatives. Until September 30.

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex RM10 2BR. Anthical cream and lotion, Anthisan cream, Aromine tablets 10 invoiced as 9. Until August 31.

Scott & Bowne Ltd, 50 Upper Brook Street, London, W1Y 2AE. 4711 Flow-on Ice Cologne one bathroom size (13s 6d) free in parcel of three bathroom size and three aerosols.

Jackel & Co Ltd, Kitty Brewster Estate, Northumberland. A folder containing the first set of decimal coins with a parcel of Nutress Laboratories' protein products.

TRADE MARKS

Applications advertised before registration
'Trade Marks Journal', July 9, No. 4741

Pregaday, 932,972, by Glaxo Laboratories Ltd, Greenford, Middlesex. **Jectad**, **Jectade** 933,489-90, **Interlade**, **Intra-ade**, 933,492-93, **Jectadine**, 933,877, **Ampidiclox**, 934,544, by Beecham Group Ltd, Brentford, Middlesex. For pharmaceutical and veterinary preparations and substances (5)
Sorontal, 933,096, by Sandoz Products Ltd, Horsforth, Leeds, Yorks. For tranquilising medicines (5)
Olcadil, 933,938, **Psytenzor**, 933,941, by Dr A Wander SA, Berne, Switzerland. For pharmaceutical preparations and substances (5)
Kefalex, 934,324, by Eli Lilly and Co, Indianapolis, Indiana, USA. For pharmaceutical preparations (5)
Spirovent, 934,328, **Vasunicol**, 936,391, by C. H. Boehringer Sohn, Ingelheim am Rhein, Germany. For pharmaceutical, veterinary and sanitary preparations and substances; medical and surgical plasters; material prepared for bandaging; disinfectants and antiseptics; and preparations for killing weeds and destroying vermin (5)
Fucicort, 935,454, by Lovens Kemiske Fabriks Handelsaktieselskab, Ballerup, Denmark. For antibiotic substances and preparations, all for topical use (5)
Indaferm, 936,412, by E. R. Squibb & Sons Ltd, Twickenham, Middlesex. For pharmaceutical preparations containing antibiotic-glucocorticoid-antiseptic substances for the treatment of the skin (5)
Chorulon, 936,716, by Organon Laboratories Ltd, Morden, Surrey. For pharmaceutical preparations and substances for veterinary use (5)
Steriguard, 936,720, Newton Chambers & Co Ltd, Thorncliffe, near Sheffield. For disinfectants and viricides for use against foot and mouth disease (5)
Loge, 917,093, by Logetronics Inc, Springfield, Virginia, USA. For photographic processing and photographic printing apparatus, cinematographic cameras and image measuring instruments (9)
Logeflo, 917,094, Logetronics Inc, Springfield, Virginia, USA. For apparatus for use in processing, developing, printing, fixing, washing and drying exposed photosensitive materials (9)
The Enchanted Mirror, 936,160, by Carmen Curler Co Ltd, London W 1. For mirrors (20).

'Trade Marks Journal', July 16, No. 4742

(Device), 909,269-71 by Ferrania SpA, Milan, Italy. For chemical products for use in industry, science and photography; adhesive substances for use in industry; and sensitised materials for use in photographic processes (1) and for photographic and cinematographic apparatus; cameras; and projectors for cinematographic films and transparencies (9) and for paper and paper articles, and photographs (16)

Promofarm, 925,169, by Promofarm SA, Geneva, Switzerland. For cosmetics (3)

Age of Elegance, B926,293, by M & R Norton Ltd, London SW 4. For toilet soaps; bath preparations (not medicated) for toilet use (3)

Lotus, 929,226, by E. R. Holloway Ltd, Hatfield, Herts. For perfumes, cosmetic preparations, non-medicated toilet preparations, preparations for the hair, hair shampoos; and artificial eyelashes and artificial nails, all being toilet articles (3)

Legend, 929,286, by E. R. Holloway Ltd, Hatfield, Herts. For perfumes, cosmetic preparations, non-medicated toilet preparations, preparations for the hair, shampoos; and artificial eyelashes and artificial finger nails, all being toilet articles (3)

Tanz, 929,869, by Dennis Chapman, Southport, Lancs. For shampoos, preparations for the hair, perfumes, eau de Cologne and toilet soap; but not including any preparations for colouring or tinting the hair (3)

Spiromat, 929,951, by Unilever Ltd, Birkenhead, Ches. For detergents (not for use in industrial or manufacturing processes); preparations and substances for laundry use; cleaning, polishing, scouring and abrasive preparations (3)

Donnabel, 930,467, by Horizon Enterprises Ltd, London SW 16. For cosmetic preparations; non-medicated toilet preparations; dentifrices; soap; preparations for cleaning artificial teeth; depilatory preparations; preparations for the hair; and toilet articles (3)

Brigantine, 930,602, by Reckitt & Sons Ltd, Hull, Yorks. For perfumes, toilet preparations (non-medicated), cosmetic preparations, dentifrices, depilatory preparations, preparations, for dressing and setting the hair, soaps and essential oils, all being for sale in the United Kingdom, otherwise than for export, but not excluding goods for export to the Irish Republic (3)

Sunshimmer, B930,816, by Coty (England) Ltd, Sandwich, Kent. For cosmetic preparations giving a sun tan effect (3)

Avon Elusive, B931,840, by Avon Cosmetics Ltd, Northampton. For non-medicated toilet preparations, cosmetic preparations; preparations for cleaning the teeth; and preparations for the hair (3)

Calmic HG Extra, 932,943, by Calmic Ltd, Crewe, Ches. For preparations for removing rust and stains; and preparations for removing deposits of lime and calcium from baths, wash-hand basins, lavatories and urinals (3)

Calmic S-1, 932,944, by Calmic Ltd, Crewe, Ches. For cleaning preparations and substances (3)

Brocasa, 933,248, by NV Koninklijke Pharmaceutische Fabrieken V/H Brocades-Stheeman & Pharmacia, Amsterdam, Holland. For perfumes, cosmetic preparations, non-medicated toilet preparations, soaps, dentifrices, preparations for the hair; and furniture polish (3)

Transparence, 934,431, by Coty (England) Ltd, Sandwich, Kent. For non-medicated toilet preparations, cosmetics and toilet articles (3)

Emorzim, 914,076, by Societa Farmaceutici Italia, Milan, Italy. For pharmaceutical preparations for the treatment of haemorrhoids (5)

Promofarm, 925,170, by Promofarm SA, Geneva, Switzerland. **Purandix**, 936,354, by Sandoz Products Ltd, Leeds, Yorks. For pharmaceutical products (5)

Calsanex, 925,772, by Solco Basel AG, Basle, Switzerland. **Psylepton**, 933,942, by Dr A. Wander SA, Berne, Switzerland. For pharmaceutical preparations and substances (5)

Septran, 928,801, by Wellcome Foundation Ltd, London NW 1.

Bethatrol, 937,065, by Calmic Ltd, Crewe, Ches. For pharmaceutical and medical preparations and substances (5)

Fihral, B929,126, by Wellcome Foundation Ltd, London, NW 1. For pharmaceutical, medical, veterinary and sanitary preparations and substances (5)

(Device), B929,304, by Continental Pharma SA, Brussels 5, Belgium. For pharmaceutical products; veterinary substances; and chemical products for sanitary purposes (5)

Tobacron, 929,964, **Rotacron**, 930,026, by CIBA Ltd, Basle, Switzerland. For chemical preparations for killing weeds and destroying vermin (5)

(Device) 930,279, by Sophistique Ltd, Winsford, Ches. For medicated preparations for the skin and the scalp; deodorants and disinfectants (5)

Nobrax, **Nohritol**, 930,491/2, by Roche Products Ltd, Welwyn Garden City, Herts. For pharmaceutical, veterinary and sanitary substances (5)

Ovarid, B930,510, by Glaxo Laboratories Ltd, Greenford, Middlesex. For pharmaceutical and veterinary preparations and substances, all for controlling ovulation (5)

Mareprot, 930,904, by Astra Nutrition AB, Molndal, Sweden. For protein concentrates (5)

Seragon, 931,336, by Organon Laboratories Ltd, Morden, Surrey. For pharmaceutical preparations containing hormones for human and veterinary use (5)

Donorest, B931,368, by American Home Products Corporation, New York, USA. For pharmaceutical preparations and products (5)

Diptox, B931,425, by Cooper McDougall & Robertson Ltd, Berkhamsted, Herts. Insecticides (5) (Device), 932,181, by The Wellcome Foundation Ltd, London NW 1. For vaccines (5)

Combiase, 933,042, by Luitpold-Werk Chemisch-Pharmazeutische Fabrik, Munich 25, Germany. For enzyme preparations being pharmaceutical preparations (5)

(Device), 934,193, by J. T. Davenport Ltd, London SE 1. For chlorodyne (5)

Golden Babe, 934,489, by Lilia-White (Sales) Ltd, Saltley, Birmingham. For babies' napkins made of cellulose wadding (5)

Crisonar, 934,991, by Carlo Erba SpA, Milan, Italy. **Tetraval**, 940,119, by Glaxo Laboratories Ltd, Greenford, Middlesex. For pharmaceutical and veterinary preparations and substances (5)

Epiglow, 936,099, by Kathleen Slater, Wirral, Ches. For pharmaceutical preparations for external body use (5)

Dicoxol, 936,615, by American Home Products Corporation, New York, USA. For pharmaceuti-

cal, medicinal and veterinary products and preparations (5)

Seraquin, 936,779, by Ward, Blenkinsop & Co Ltd, Wembley, Middlesex. For insecticides, bactericides and fungicides (5)

Pardevit, 937,014, by Baywood Chemicals Ltd, Bury St. Edmunds, Suffolk. For pharmaceutical preparations and substances for human use and for veterinary use (5)

Rittreck, 934,798, by Dixons Photographic Ltd, Edgware, Middlesex. For photographic, cinematographic and optical apparatus and instruments; and parts and fittings (9)

Posso, 934,001, by Actina Ltd, London EC 1. For photographic, cinematographic and optical instruments and apparatus and parts and fittings (9) (Device), 925,921, by Finn Hjerl-Hansen & Co, Podovre, Denmark. For colostomy bags and colostomy belts (10)

PATENTS

Complete Specifications Accepted
From the 'Official Journal (Patents)',
July 16

Surgical packages

L. D. Kurtz and W. H. Shave. 1,162,308.

Stabilised therapeutic compositions

F. Hoffmann-La Roche & Co AG. 1,162,452.

Toothbrushes

G. G. Simor. 1,162,453.

Delivery tube for childbirth

Davis Industrial Equipment Co Ltd. 1,162,515.

Compositions for moulds

K. Hashimoto and H. Kanazawa. 1,162,519.

Tetracycline salt, processes for its preparation and compositions incorporating it
Roussel-Uclaf. 1,162,595.

Detergent composition

Kelite Chemicals Corporation and L. McDonald. 1,162,669.

Anti-corrosive coating compositions

Chas Pfizer & Co Inc. 1,162,711.

Disinfecting composition

Richardson-Merrell Ltd. 1,162,754.

2,3-epithioandrostande derivatives and their preparation
Shionogi & Co Ltd. 1,161,742.

Δ^3 , 5-7 α methylestradienes and their preparation
CIBA Ltd. 1,162,769.

Disfectant compositions

Vineland Laboratories Inc. 1,162,770.

2-thio-1,3-benzoxazines

Soc. Farmaceutici Italia. 1,162,628.

Organic compounds based on pyridyl benzopyrans and intermediate and processes therefor
Beecham Group Ltd. 1,162,784.

Atomizing apparatus for the treatment of wounds
A Passe. 1,162,790.

Isindole compounds

Sandoz Ltd. 1,162,835.

Water-soluble N,N-diglycidal compounds and process for their manufacture
CIBA Ltd. 1,162,858.

British patent specifications relating to the above will be obtainable (price 4s 6d each) from the Patents Office, 25 Southampton Buildings, London WC 2, from August 27.

COMING EVENTS

Wednesday, July 30

Leeds Branch Pharmaceutical Society, Pontefract Golf Club. Play for Mitchell foursomes.

Courses and conferences

Institute of Packaging, Grand hotel, Bristol. Conference on "Packaging and Marketing," October 1-2. Fee £12 12s (members, £10 10s).

MARKET NEWS

Prices of opiates rise again

London, July 23: For the fourth time since devaluation the schedules for OPIATES have been advanced. The last three changes have been due to the ever increasing price of raw OPIUM. The new rates, given in full below, show a rise of 70s per kg in CODEINE PHOSPHATE and 107s kg in both MORPHINE SULPHATE and DIAMORPHINE HYDROCHLORIDE. The previous rates had been operative since February.

Among CRUDE DRUGS most changes were in an upward direction. Curaçao ALOES being unobtainable at origin was 10s cwt dearer on the spot. BENZOIN and Jamaican GINGER were up by 20s cwt and KARAYA GUM by 25s. Rates for new crop CASCARA were still not being quoted and with spot supplies of last year's peel becoming scarce, the asking price was 5s cwt up on the previous week. After an absence of many weeks PODOPHYLLUM was again on offer for shipment. CAMPHOR POWDER was 5s kg easier. SENEGA and CINNAMON were also slightly lower.

In ESSENTIAL OILS the trend was downward. ANISE was lower by sixpence lb; BOIS DE ROSE and Madagascar CLOVE LEAF (cach by threepence) and PETITGRAIN by one shilling. LEMONGRASS fell 2s 6d kg bringing it more into line with replacement values.

Pharmaceutical chemicals

ASCORBIC ACID: (Per kg) 1-kg 27s; 5-kg 24s; 50-kg 21s 6d. Coated is 1s 6d more and SODIUM ASCORBATE 4s 6d more than the acid.

BACITRACIN: USP 75s per mega unit.

CALCIFEROL: 1-kg lots 2s 7½d per g.

CALCIUM PANTOTHENATE: 92s 6d kg for 1 to 9-kg lots.

β-CAROTENE: Suspension 20 per cent 334s 6d kg.

CITRATES: SODIUM £255, £250, £241 per 1,000 kg for 50, 250, 1,000-kg lots respectively. POTASSIUM £273, £269, £259. IRON AND AMMONIUM granular, 9s 8d, 9s 7d, 9s 1d kg; scales, 13s, 12s 8d, 12s 5d.

CYANOCOBALAMIN: 100-g lots 52s 6d per g.

EMETINE: HYDROCHLORIDE £450 kg.

GLYCERIN: BP grade, per cwt:

	Over 25 tons	5 tons and under 25 tons	1 ton and under 5 tons	Under 1 ton
	s d	s d	s d	s d
5-cwt drums	245 0	247 0	250 0	256 0
2½-cwt „	248 0	250 0	253 0	259 0
56-lb tins	252 0	254 0	257 0	263 0
28-lb „	274 0	276 0	281 0	290 0
14-lb „	278 0	280 0	285 0	294 0

Bulk tank wagon loads from 241s to 242s 6d. Technical grade, less 5s cwt.

HOMATROPINE: (500-g lots, per kg): ALKALOID, 1,087s; HYDROBROMIDE 858s; HYDROCHLORIDE 1,017s; METHYLBROMIDE 893s; SULPHATE 1,052s.

HYDROXOCOBALAMIN: 100-g lots 105s per g.

HYOSCYAMINE SULPHATE: 1-kg lots 1,357s.

HYOSCINE: (Per kg) HYDROBROMIDE 5,200s.

HYPOPHOSPHITES: Per kg:

Quantity	5 kg	12.5 kg	50 kg
	s d	s d	s d
CALCIUM, BPC	22 6	18 8	17 5
IRON, BPC	—	38 9	37 6
MANGANESE, BPC	—	39 1	37 4
POTASSIUM, BPC	—	25 11	24 2
SODIUM, BPC	—	21 0	19 3

INOSITOL: 1-kg 100s; 10-kg 90s kg.

KAOLIN: Light, 500-kg 1s 3d kg; 1,000-kg 1s 2d kg.

LITHIUM SALTS: (1-cwt lots) CARBONATE 5s 9d lb; CHLORIDE granular 10s 1d; powder 10s 2½d; HYDROXIDE 6s 5½d.

MAGNESIUM CARBONATE: 1-ton lots; LIGHT £135 6s 8d; HEAVY £135.

MAGNESIUM HYDROXIDE: B.P.C., 1-ton lots, £466 13s 4d.

MAGNESIUM OXIDE, B.P. (Per ton): LIGHT £485 6s 8d; HEAVY £793 6s 8d

MAGNESIUM PEROXIDE: B.P.C. (15 per cent), 3s 11d lb for 1-cwt lots.

MAGNESIUM PHOSPHATE: TRIBASIC, BPC 1949, 10s 4d kg, in sacks; DIHYDROGEN, 9s kg for 50-kg lots.

MAGNESIUM SULPHATE: BP crystals in minimum 1-ton lots £27 per ton, EXSICCATED, £70-£74 ton, ex works.

MAGNESIUM TRISILICATE: 1-ton £448.

MENAPHTHONE: (100-kg lots) 112s kg; ACETOMENAPHTHONE 112s 6d; MENAPHTHONE SODIUM BISULPHITE (vitamin K₃) 67s.

MERCUROCHROME: 145s 4d per kg.

MERCURY SALTS: [Per kg for under 50-kg lots—AMMONIATED powder 168s; PERCHLORIDE 145s; SUBCHLORIDE 171s; OXIDES, yellow, 177s and red, 182s IODIDE (25-kg lots), 122s.

MERSALYL: ACID 275s per kg; SODIUM 375s.

METHYL SALICYLATE: 250-kg, 8s 5½d kg.

NEOMYCIN SULPHATE: BP 5-kg, 550s. kg sterile and non-sterile.

NICOTINAMIDE: (Per kg) 1-kg 32s; 10-100 kg 29s.

NICOTINIC ACID: 1-kg 26s 6d; 10-100 kg 23s 6d per kilo.

OPIATES: Home trade prices (per kg) (subject to D.D.A. Regulations):

	1 kg and over	Under 1 kg
	s d	s d
CODEINE		
ALKALOID	2,225 0	2,260 0
HYDROCHLORIDE	1,957 0	1,992 0
PHOSPHATE	1,709 0	1,744 0
SULPHATE	1,957 0	1,992 0
MORPHINE		
ACETATE	2,046 0	2,081 0
ALKALOID	2,469 0	2,504 0
HYDROCHLORIDE	2,063 0	2,098 0
SULPHATE	2,063 0	2,098 0
TARTRATE	2,416 0	2,451 0
ETHYLMORPHINE		
ALKALOID	2,540 0	2,575 0
HYDROCHLORIDE	2,204 0	2,239 0
DIAMORPHINE		
ALKALOID	2,417 0	2,452 0
HYDROCHLORIDE	2,222 0	2,257 0

D-PANTHENOYL: 1 to 9 kg 182s per kg; 10 kg 172s per kg.

PENCILLIN: SODIUM, POTASSIUM OR PROCAINE, 2-25d per Mu. for 5,000 Mu.

PIPERAZINE: Less than 50 kg are: ADIPATE 19s 3d per kg; CITRATE 18s 6d; HEXAHYDRATE 13s 3d; PHOSPHATE 20s 6d; TARTRATE 19s 6d.

PREDNISONE: 1 kg lots, ALCOHOL and ACETATE 6s 6d per g.

PYRIDOXINE: (Per kg) 170s; 5-kg tin 167s kg. 25-kg drum 165s.

RIBOFLAVINE: 161s 6d kg; 5-kg tin 157s kg; 25-kg 155s.

STREPTOMYCIN: BASE and SULPHATE 2-85d per g.

THEOBROMINE: ALKALOID 25s 11d per kg, cif.

THEOPHYLLINE: 50-kg lots and over 37s 3d per

kg; HYDRATE, 36s 3d and AMINOPHYLLINE 36s 3d per kg.

THIAMINE: (Per kg) HYDROCHLORIDE 1-kg tin 110s; 5-kg 108s; 25-kg 106s. The MONONITRATE is 114s; 112s and 110s for similar quantities.

VITAMIN A: ACETATE and PALMITATE up to 10,000 million international units; 2½d per m.i.u.; 10-15,000 m.i.u. 2½d.

VITAMIN D: Powder for tableting, 850,000 i.u. per g, 125s per kg; in oil. 1 million i.u. per g, 67s 6d per kg for 100,000 m.i.u. Crystalline see under calciferol. D in oil (1 M per g), threepence per M. for less than 100-g ampoule.

VITAMIN E: (Kg) Tocopheryl acetate 267s 6d; 10kg, 262s 25 per cent. dry powder; 10-kg, 102s.

Crude Drugs*

ALOES: (per cwt) Cape primes 295s spot, 280s, cif. Curaçao 620s spot; shipment nominal.

BENZOIN: BPC, spot £30 to £45 per cwt.

CAMPOR: BP powder 40s kg; 35s, cif.

CARDAMOMS: (Per lb) Tanzanian 19s 6d spot; 19s, cif.

CASCARA: Spot 315s cwt; new crop offers awaited.

CASSIA: *Lignea*, broken 505s cwt spot.

CINNAMON: Seychelles bark 450s cwt spot; 485s, cif. Ceylon quills (cif), four 0's 9s lb; quillings 4s 10d.

GINGER: (cwt) Nigerian split 400s, peeled 360s; Jamaican No. 3, 680s all spot.

GUMS: (Per cwt). ACACIA: Kordofan cleaned sorts 262s 6d spot, 255s, cif. KARAYA: No. 2 f.a.q. gum 540s spot; 520s, cif. TRAGACANTH: No. 1 spot, £285; No. 2 £265.

MENTHOL: (lb). Chinese 37s 6d spot; shipment 34s 6d, cif, nominal. Brazilian 26s 6d spot; forward 25s 9d, cif.

NUTMEGS: (Per lb, cif). Grenada 80's 6s 4d; 110's 5s 10d; defectives 4s 3d; sound assorted 5s 4d. East Indian bwp 4s 1½d.

PEPPER: (Per lb) Sarawak white 3s 1d spot; 3s, cif; black 2s 7d spot; 2s 4d, cif.

PODOPHYLLUM: *Emodi* spot nominal; shipment 365s, cif.

SARSAPARILLA: Spot 5s 3d lb.

SEEDS: (Per cwt) ANISE: Chinese star unselected 185s; Spanish green 265s, both duty paid. CARAWAY: Dutch 170s spot. CELERY: Indian July-August shipment reported traded at 440s, cif, origin now quoting 470s, cif. CORIANDER: Moroccan spot 90s; new crop August-September 95s, cif. CUMIN: Chinese 165s spot. DILL: Indian 200s, cif. FENNEL: Chinese 110s duty paid; 95s, cif. FENUGREEK: Moroccan 71s duty paid; July-August 55s, cif. MUSTARD: English 50s-92s 6d as to quality.

SENEGA: Canadian 30s 3d spot lb; shipment 29s, cif. Japanese 20s in bond.

Essential oils*

ANISE: Chinese 15s 6d lb spot, 14s 9d, cif.

BOIS DE ROSE: Brazilian 18s 3d lb spot; 17s 9d, cif.

CITRONELLA: Ceylon 7s 6d per lb spot; 7s, cif; Formosan no offers; Chinese 5s 5d in bond; 5s 6d, cif.

CLOVE: (lb) Madagascar leaf, July-August shipment 13s, cif, spot and in bond. English distilled bud 66s.

LEMONGRASS: Spot 67s 6d kg; July-August shipment 52s 6d, cif.

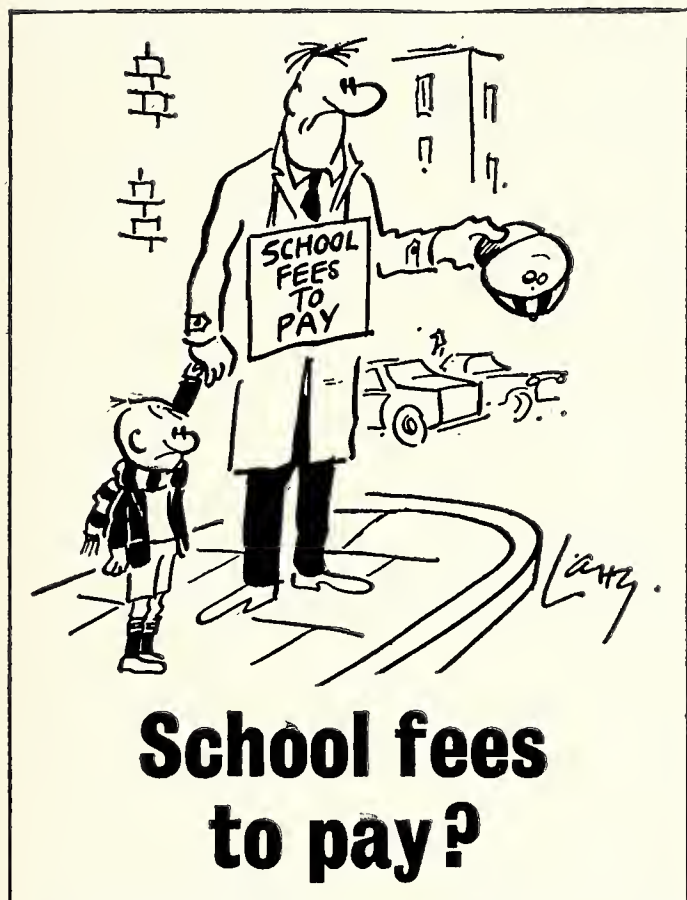
PEPPERMINT: (Per lb) *Arvensis*: Chinese 10s 1½d spot; 10s, cif. Brazilian 10s 3d spot; shipment 10s, cif. American *Piperita* 40s to 60s, Italian 95s.

PETITGRAIN: Paraguay for shipment, 18s lb, cif; spot 19s.

New York market

New York, July 22: BUCHU LEAVES were firm at \$3.75 lb. Artificial SASSAFRAS at 75-90 cents lb was up by 10 cents while DDT advanced 1 cent lb.

* Prices obtained by importers or manufacturers ex-warehouse for bulk quantities.



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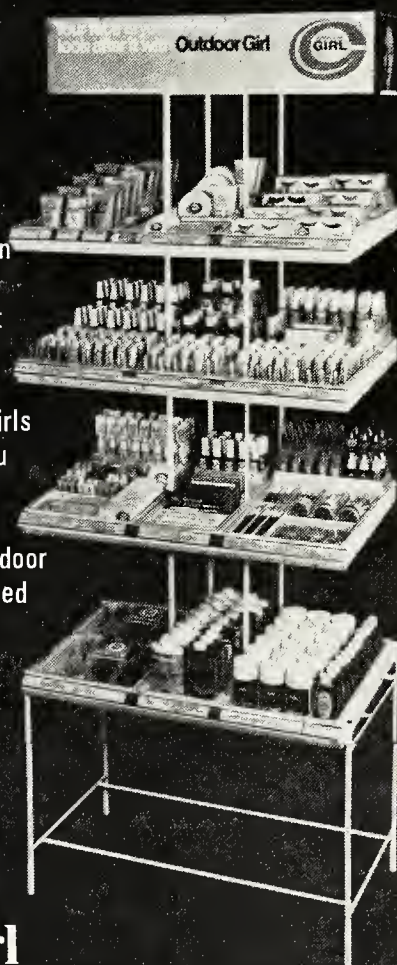
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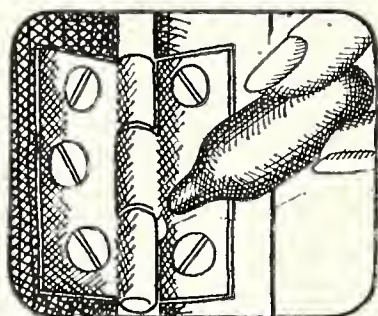
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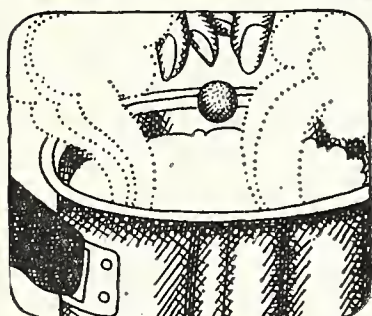
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To : Sales Manager, Girl Cosmetics Ltd, Hook Rise, Surbiton, Surrey.

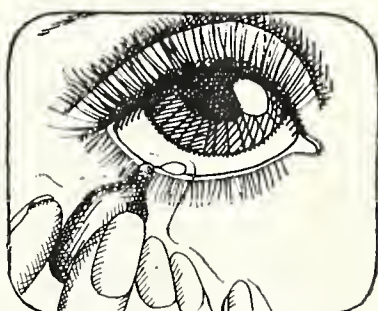
43,721* of our capsules



were pinched last year



or dissolved



or squeezed



or swallowed

Ah well, that's the price you pay for designing the most disposable form of modern packaging ever.

One of our clients uses our capsules for petrol. Another for flavourings. Another for perfumes and bath oils. Yet another for lubricants and paints.

Scherer capsules are so versatile, you see.

You can pierce them, squeeze out the contents, and throw the gelatin outer away. Easy. Or you can use them intact, letting them dissolve in your bath water, your pie filling—or your tummy.

That gelatin casing has its own nutritious qualities, too.

Scherer capsules come in all shapes, sizes and colours to suit the product.

Give it added sales appeal by making it stand out from the competition.

They're air-tight, hygienic, and resilient. You'd be surprised at the handling they can take. And at how long they last on the shelf.

We provide a complete capsulation service. Including, for many of our clients, full product development facilities.

We can even produce a client's product on our premises to his formula (in the strictest confidence) using the latest methods of laboratory control and quality checking.

Maybe you have a problem that's tickling you at the moment.

Maybe capsulation is the effective answer.



Give Roy Collins a ring at Slough 21241. He'll give you a frank opinion on the possibilities of capsule packaging for your product.

r.p. Scherer

*Our copywriter's poetic estimate.
The true figure is in fact several thousand million.

R.P. Scherer Limited
216/222 Bath Road Slough Bucks

CLASSIFIED ADVERTISEMENTS

HOSPITAL APPOINTMENTS

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts
Pharmacy Technician I

required for duties in the Group Pharmacy at Barnet General Hospital. Apply Group Pharmacist.

Barnet Group Hospital Management Committee

BARNET GENERAL HOSPITAL

Wellhouse Lane, Barnet, Herts.

Senior Pharmacist

required in Group Pharmacy of Category V Hospital Whitley Council salary and London Weighting. Pleasant, modern, comprehensive Pharmacy. Apply to Group Pharmacist.

ILFORD AND DISTRICT HMC

Pharmacy Technician—Grade I and II Whole-time for Group Pharmacy. Based at Barking Hospital, Upney Lane, Barking, Essex. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

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London, EC 1

Locum Pharmacist

required. Five-day week. Salary £28 8s., plus £1 15s. London Weighting per week. Post offers varied experience in a Teaching Hospital and accommodation may be available. Applications with full particulars and naming two referees to Chief Pharmacist.

ROYAL INFIRMARY OF EDINBURGH PHARMACIST

locum, for Group Pharmaceutical Department. Whitley Council rates and conditions. Accommodation may be available for lady. Write Personnel Officer giving full details and names of two referees.

ROYAL INFIRMARY OF EDINBURGH PHARMACIST

for Group Pharmaceutical Department

Duties may include attendance at the New Eye Pavilion. Whitley Council rates and conditions. Temporary accommodation may be possible for a lady. Write Personnel Officer with full details and names of two referees.

ROYAL INFIRMARY OF EDINBURGH

Senior Pharmacist

to take charge of Quality Control Laboratory. Main duties relate to quality control of tablets, surgical dressings, haemodialysis fluids and sterile solutions. Modern well-equipped laboratory in Category V teaching hospital. Excellent opportunity for gaining wide experience in hospital pharmacy. Commencing salary £1,220 on scale rising by annual increments to £1,520. Temporary accommodation for lady. Apply giving full details to Personnel Officer.

New Southgate Group Hospital Management Committee

FRIERN HOSPITAL

Chief Pharmacist III

required by this large psychiatric hospital. Salary scale £1,494-£1,955. Whitley Council conditions and scales applicable. Applications naming two referees to the Group Secretary, Friern Hospital, New Southgate, London, N 11.

BROMPTON HOSPITAL London, SW 3

Pharmacy Technician I required

Salary £590-£820 plus London weighting. Please apply in writing, giving details of age, qualifications and experience, to House Governor. (Mr. Powlson, Chief Pharmacist, will be glad to answer enquiries. Telephone 01-352-8121 ext. 105).

LOCUM PHARMACY TECHNICIAN

required

for dispensing duties at Chelmsley Hospital, Marston Green, Birmingham, for period 28th July to 5th September 1969. Whitley Council rates and conditions. Apply at once to Hospital Secretary.

KING'S COLLEGE HOSPITAL (St. Francis' Hospital)

Pharmacy Technician I or II required (Trainee considered).

Enquiries to Chief Pharmacist (telephone 01-274 9941). Applications to Hospital Secretary, St. Francis' Hospital, Constance Road, East Dulwich, S.E.22.

BEXLEY HOSPITAL MANAGEMENT COMMITTEE

Bexley Hospital,

Dartford Heath,

Bexley, Kent

(Crayford 26282)

Appointment of Senior Pharmacist Applications are invited for the post of Senior Pharmacist as second in command to the Chief Pharmacist (Cat. III) in this 1950 bed psychiatric hospital. A new house will be available for rent. Job description, details of the house and application form obtainable from the Group Secretary to whom the application forms should be returned within 21 days of the appearance of this advertisement.

Pharmacy Technician

I or II

required. Salary (I) £560 to £820. Apothecaries Hall Certificate essential. Salary (II) £430 (at age 21) rising to £695 per annum. London Weighting £50 in addition. 38-hour week (alternate Saturdays). Single accommodation possible, on temporary basis. Full details and names of two referees to House Governor, London Chest Hospital, Bonner Road, E.2.

REPRESENTATIVES

EXPERIENCED REPRESENTATIVE required for Yorkshire and N.E. Counties for a well known firm of Valuers and Stocktakers. Good salary and commission plus out of pocket expenses. Car provided. Full details of experience, age, etc., to Box C 1472.

EXCEPTIONAL EXECUTIVE - TYPE salesman required for contact with special national accounting in the grocery and chemist field. Mainly based in London but must be prepared to visit various parts of the country as required. Proof of first-class connections with the important multiple buying groups will be a pre-requisite of the position. Salary and terms will be commensurate with this very important post. Write fully to Saga of Bond Street Ltd., 457/8 Edinburgh Avenue, Slough, Bucks.

REPRESENTATIVE REQUIRED to cover Oxfordshire, Berkshire, Buckinghamshire, Bedfordshire and Hertfordshire. Car driver. Substantial salary, subsistence allowance and commission. Apply: Orridge, Dacre House, Dacre Street, Victoria Street, London, SW 1.

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REPRESENTATIVE, established connection chemists, barbers, wholesalers, Norfolk, Suffolk, Cambs., Hunts. Top salary essential. Alternatively would consider sole agency fast selling lines. Box No. C1467.

SITUATIONS VACANT RETAIL

STAFFORD AND STONE CO-OPERATIVE SOCIETY LTD. Pharmacist Branch Manager required in Stafford, due to impending retirement. Salary by negotiation. Annual sales £20,000. 5 day week, no rota duty. 3 weeks' holiday. Excellent Superannuation Fund. Applications to Superintendent Pharmacist, 10 Salter Street, Stafford.

IMPORTANT

Box Office numbers are intended exclusively for specific answers to particular advertisements. Price Lists, Trade Circulars, Samples and Printed Matter cannot be forwarded.

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For the Toiletries Trade at very economical prices. Formulations if required. All enquiries treated in strict confidence. Phone: 01-723 1107
Production Director
E.C.P. Laboratories
95, Frampton Street,
London, N.W.8.

SITUATIONS VACANT INDUSTRY

CONTROL AND DEVELOPMENT

Opportunity for young male pharmacist with an interest in analytical work to take charge of control and development in our small but expanding independent British company. Permanent position with good salary prospects. Staff pension scheme.

Applications with full details of age, qualifications and experience to:

Bengué & Co. Ltd,

Mount Pleasant, Alperton,

Wembley, Middx.

EXPERIENCED TABLET MAKER and Coater required to supervise small but modern and expanding tablet section. Remuneration from £30 per week according to experience. Apply stating age and full career details, etc., to Thomas Marns & Co., Artex Avenue, Rustington, Sussex.

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Situations Vacant Industry—Continued



PHARMACIST

for Technical Services and Medical Information

Applications are invited for the position of Technical Assistant in the Technical Services Department of a rapidly expanding pharmaceutical company. The work is varied and interesting and is concerned with providing a general pharmaceutical and medical information service. Duties include technical correspondence, the extraction and dissemination of information from medical journals and the preparation of literature and promotional material.

The successful candidate will have a commercial outlook and the ability to think logically and write clearly in good English. Previous retail or hospital experience would be a distinct advantage.

The company operates a five-day week, and the offices are situated within easy road/rail reach of London. Initial salary will be according to previous experience and will be subject to normal increments. There is also a contributory pension scheme with life assurance.

Applications should be made to:



**Technical Services Manager,
Smith & Nephew Pharmaceuticals Limited,
Bessemer Road, Welwyn Garden City, Herts.**

One of the Smith & Nephew Associated Companies.



ORGANON LABORATORIES LIMITED
NEWHOUSE - LANARKSHIRE

TABLET MAKER

The Company, a member of an International Group prominent in the pharmaceutical field, invite applications for the above appointment from persons having considerable experience in all aspects of tablet manufacture, including coating and film coating procedures.

The appointment is a senior one, and will carry responsibility to the Chief Pharmacist for all aspects of the Company's tablet production, which is increasing annually, and which will, within the next year, be housed in completely new, and considerably enlarged premises.

The salary and conditions of employment offered will be fully commensurate with the importance and responsibility of the post.

Applications will be treated in strict confidence, and should be addressed for the attention of the Personnel and Training Manager.

REPRESENTATIVES

Medical Representative

Weddel Pharmaceuticals Ltd are expanding their activities in the field of Surgical Sutures and require a representative to promote the sale of Weddel Sutures and other products in the area of Lancashire and part of Cheshire.

Applicants (male or female) should preferably be established Medical Representatives with experience of calling on hospital staff. Knowledge of Sutures would be a considerable advantage.

Please apply in writing, giving age and full details of work experience to:-

**The Staff Manager (ADC 141)
Weddel Pharmaceuticals Ltd,
14 West Smithfield,
London E.C.1**

VESTRIC
LIMITED



PHARMACEUTICAL
DISTRIBUTORS

PHARMACIST

This leading pharmaceutical distributive organisation wishes to engage a Pharmacist for its branch at Brislington, Bristol.

The Branch Pharmacist is responsible for providing technical and professional services in connection with the pharmaceutical products handled by the Branch and is expected to work on his own initiative.

The successful candidate will be suited to establishing sound customer relationships and capable of eventually progressing to a position in General Management.

The Company offers an attractive starting salary together with pension and life assurance schemes, profit sharing bonus, etc.

Applications may be made in complete confidence to:-

**The Personnel Manager,
VESTRIC LIMITED,
Runcorn,
Cheshire.**

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AGENTS REQUIRED to sell famous continental vitamin foam bath, combs and toothbrushes. Generous commission. Box C 1474.

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SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in July, August and Sept., willing to act as show installations for new range of display shelving, showcases, counters. Usual H.P. facilities. Limited amount of six year rental available. Rocano Limited, St. Paul Street, Bristol, 2. Tel.: Bristol 40328.

INTERPLAN. Modernise with modular interchangeable fittings to increase your sales. Complete services including shop fronts if required. Free planning and brochures available. Olney Bros. Ltd., Northbridge Road, Berkhamsted, Herts. Tel. 5417/8/9.

SHOPFITTINGS

As manufacturers of all shop-fitting equipment, we can offer you at very attractive prices: Display shelving, storage shelving, counter's display cases and cabinets, drawer units, complete dispensary fittings. In fact all you require for a modern easy-to-run unit.

Free quotation and usual H.P. terms. Contact:

Ebdon Bros., Ltd.,
33, Petergate,
Wandsworth, S.W.11.
Tel.: VANDyke 1737.

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flourishing drug stores business with living accommodation comprising bedroom, bathroom, living room, kitchen. Excellent 14ft shop front with return window frontage. Space to park one car. Leasehold interest and Goodwill with Stock at valuation offered. New 21 year lease available. For sale at realistic price. For further particulars apply:

Dudley Clifton & Son F.A.I.,
30/32 Queen Street,
MAIDENHEAD, Berks.
Telephone:
Maidenhead 26201 (5 lines)
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OLD ESTABLISHED DRUG STORES for sale with large horticultural trade for conversion to pharmacy. Small midland town. Mortgage available at 6%. Apply Box C 1473.

SOUTH EAST COASTAL TOWN. Thriving business, photographers, photographic equipment, cosmetics, etc. Freehold premises fully modernised, in main street position. Freehold, goodwill, fixtures and fittings: £15,500. S.A.V. or might grant lease. Collier & Gardener, Canterbury. Tel.: 65527.

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PHARMACIST
OR CHEMIST

Due to expansion of our Pharmaceutical Development Laboratory, we now require a Pharmacist or Chemist as Assistant to the manager of the laboratory. This position will appeal to the type of person who has the aptitude to see ideas taken through to finality. Some knowledge of pharmaceutical formulations and associated problems in introducing these formulae to production scale is desirable though not essential.

The successful applicant will probably be a pharmacist or hold a minimum HNC in Chemistry, aged about 25. The Company operates a sick pay and contributory pension scheme as well as other excellent conditions of service.

Applications in writing or by telephone to:



The Personnel Manager,
CALMIC LIMITED,
Crewe Hall, Crewe, Cheshire

Tel. 0270 3251

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This is proof of our pulling power and also of the intensive reader-ship of these pages.

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5/- IN £ CARPETS

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SITUATIONS WANTED	9/- per 18 words minimum 6d. per word thereafter.
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In the tender care of expert hands, scores of medicinal and essential-oil bearing plants flourish to perfection on Ransom's rich fertile farmlands. Processed and assayed in Ransom's laboratories, these precious plants yield high-quality end products that are preferred by discriminating galenical users throughout the world. Ransoms can also process your own materials, to conserve your capital and reduce your overheads—all in the strictest confidence. Ransoms is an entirely self-contained business, unconnected with any other firm in the industry.



Established in 1846

William Ransom & Son Ltd.,
HITCHIN HERTFORDSHIRE ENGLAND



Lundia makes the most of your space

Lundia all-purpose shelving by Remploy gives you an elegant display system at a really low cost. And it is specially designed for speedy erection by unskilled labour.

POLISHED HARDWOOD Lundia shelving is constructed throughout in an attractive hardwood with a natural polished finish to set off shop displays to the best advantage.

EXTENDABLE The extensive range of standard sizes permits a virtually total coverage of any length of wall.

And single bays can be extended on either side by using extension sections at a lower cost.

ADJUSTABLE Lundia shelving can be adjusted at any time to suit your changing requirements. And there are no tools or awkward metal fittings involved.

SPACE SAVING Any number of shelves can be inserted into the frame to give the maximum display with the minimum of wasted space. And as the units arrive unassembled, additional parts can be stored easily for use in an emergency.



For further details of Lundia shelving please contact Mr. A. Henri, REMPLOY LIMITED (Shelving Division), 415 Edgware Road, Cricklewood, London, N.W.2. Telephone: 01-452 8020

London Showroom: 22 Bruton Street, Berkeley Square, W.1. Tel: 01-629 4881/2. And at Birmingham, Bristol, Cardiff, Glasgow, Newcastle, Oldham